THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

FROM 1878—THE CANNED FOODS AUTHORITY—1932

Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879

Vol. 55 Published at BALTIMORE, (every) MONDAY, OCTOBER 10, 1932 No. 9

Canned Fruits for Salad

IN the last few years, millions of women have learned that, for health's sake, salads should be eaten frequently. Thus the market for canned fruits for salad has tremendously increased. But women have learned another thing—which is that salads must be dainty and attractive to the eye. They have learned to pride themselves on the appearance of their salads—therefore they will use only those products which have eye-appeal themselves. And therein lies a selling hint which no canner can afford to overlook.

Packing the best looking product he possibly can, should be every sales-minded canner's goal. And that means being supremely careful about the fruit he selects to re-pack. Cherries should be of the very best color—and uniform throughout. All fruit should be firm—otherwise it will not hold up under a second processing. The cans should be carefully, promptly cooled to 100°, to ensure that the fruit stays firm, the color good, the syrup clear.

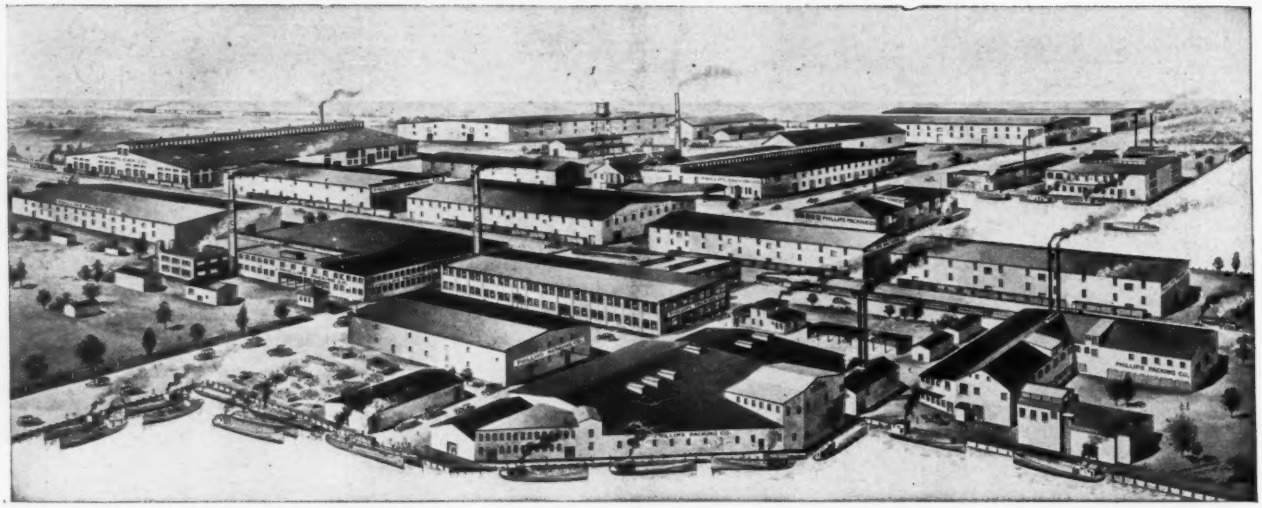
Perhaps you would like to pack a better product and are faced with some definite problem. If so, there is good reason to believe that the Research Laboratories of the American Can Company can help you.

AMERICAN CAN COMPANY

CANCO

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans



..Division of the..

PHILLIPS PACKING COMPANY, Inc.

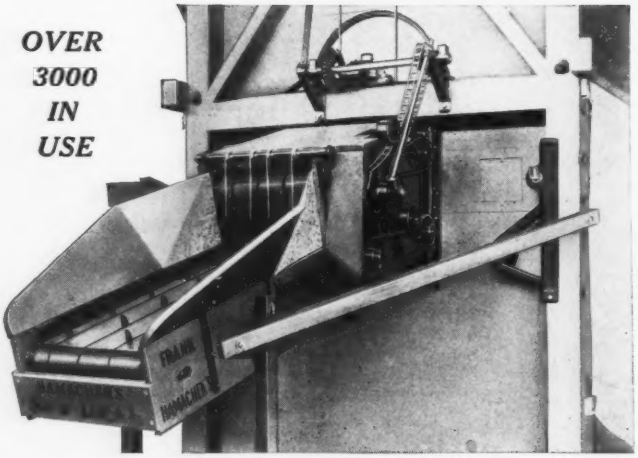
Packers of Phillips Delicious Quality Canned Foods

CAMBRIDGE · MARYLAND, U. S. A.

An Ideal Viner FEEDER with Distributor

On Every Viner Is Economy

OVER 3000 IN USE



PATENTED IN U. S,, CANADA AND FRANCE

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

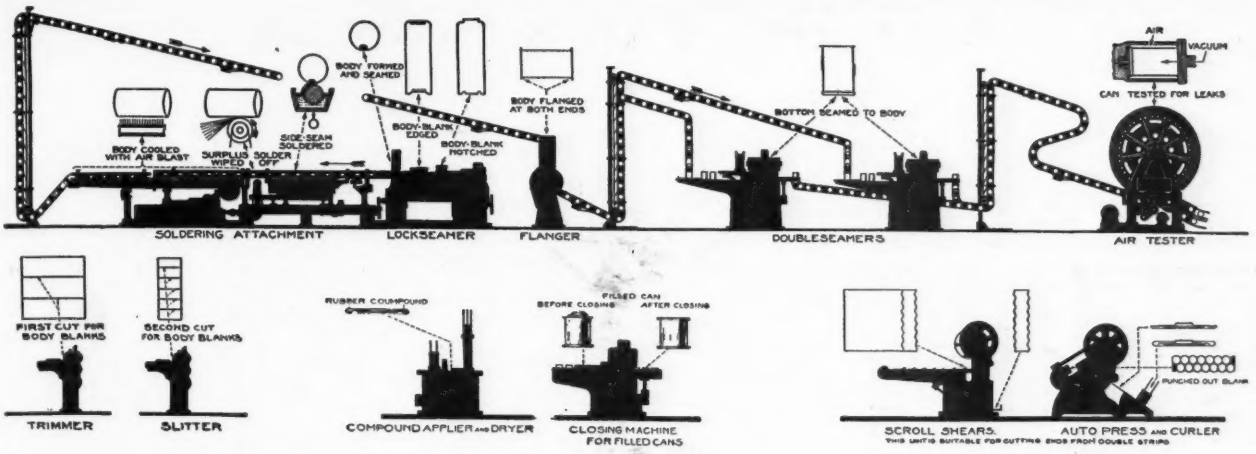
Separation of the vines by the feeder is, therefore, essential to best results.

Hamachek Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

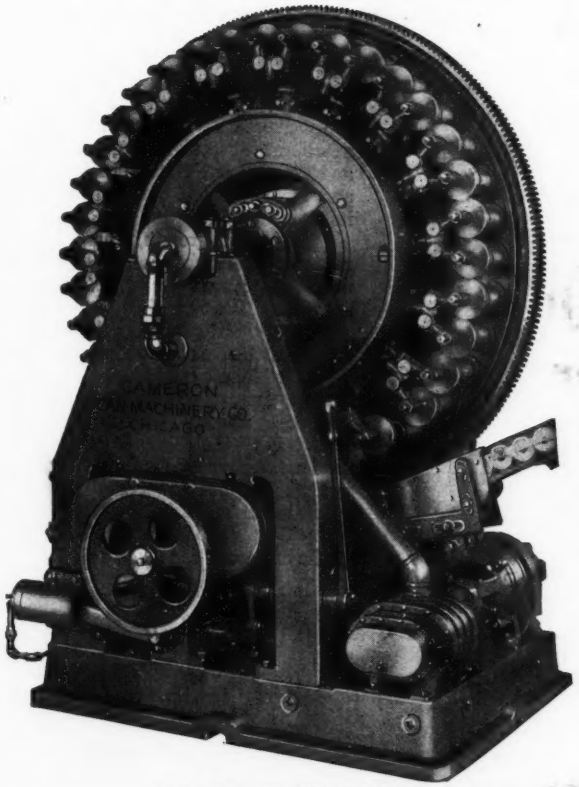
FRANK HAMACHEK MACHINE CO.

Kewaunee, ESTABLISHED 1880 INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS



Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



No. 307 AIR AND VACUUM TESTER.
IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

Buy Your Cans From A User Of The Cameron Air Tester.

You are then definitely assured against claims for spoilage.

Consider This List Of Successful Packers Who Make Their Tin Containers.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

Cameron Can Machinery Company

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Sales Representative

LOOKING AFTER YOUR INTERESTS

Harry Palos
Sales Representative

THE ever increasing Canner loyalty to Continental throughout the country is a tribute of the highest type to all Continental representatives.

These men, pictured here, are serving Canners located within our Chicago Sales District, and have a reputation, built thru the years, of selling honestly and servicing sincerely. Their readiness to offer freely the benefits of their knowledge and experience—to undertake specific Canner's problems, or to give sound, practical advice, is much appreciated by forward looking Canners.

Yet, their services represent not only their own experience but also the findings of a skilled organization rich in tremendous resources for service to the Industry. To help build a greater Continental on the sound principles of its past traditions is the ambition of every Continental representative.

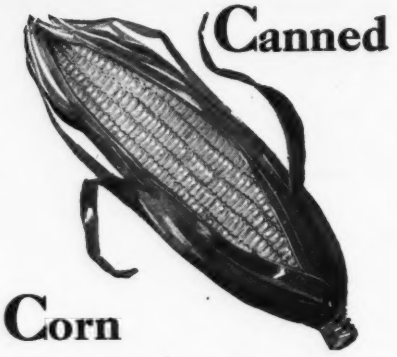
C-ENAMEL

TODAY, probably more than 90% of all canned corn is packed in C-Enamel Lined Cans. In fact, the development of the C-Enamel Can has been largely a contributing factor in the great growth of canned corn due to its elimination of discoloration of both the contents and the can.

The modern housewife knows the value of Canned Foods packed in Enamel Lined Cans. She likes their uniformly fine appearance denoting high quality. If you would win her preference for your Canned Foods, plan to give those packs which require Enamel, such as succotash, shrimp, corn, chicken, etc., the sales advantages of Continental C-Enamel Lined Cans.

CHICAGO ILLINOIS

THIS new plant—the fifth in the Chicago area—is a model of can-making efficiency. Line after line of smooth-running, high-speed, can-making machinery turns out cans faster than the eye can count. And constantly safeguarding Continental Quality is an organization skilled in producing better cans even under "peak loads." Yet this is but one of the 39 modern Continental plants located from Coast to Coast.



Canned Corn

CORN is one of the most popular American vegetables. Yet few of us realize that it was some ninety-odd years ago that corn was first canned in a small Maine village, while today many millions of cases are consumed yearly in the United States.

A tremendous growth, but a natural one when we consider that the fresh corn season is short . . . that the fresh vegetable deteriorates rapidly and cannot be stored and shipped without rapid loss of flavor and sugar content, which greatly impairs its deliciousness.

During this growth, there have been many developments and many improvements in both corn itself and methods of preserving. Today, with a somewhat smaller consumption of canned corn indicated for 1932, it behooves every Canner of corn to pack for highest quality.

Regardless of variety and style of corn you pack, Continental has, thru actual studies in the field and laboratory, a vast fund of information available on soil, seed, fertilization, picking, processing, etc. Such accurate and reliable information helps many Canners to better meet the demands of the consumer for quality today.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-fourth year.

Entered at the Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$6.50
Foreign	$5.00
Extra Copies, when on hand, each	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
BY
THE TRADE COMPANY
ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communication to THE CANNING TRADE, BALTIMORE, MD.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 55 BALTIMORE, OCTOBER 10, 1932 No. 9

EDITORIALS

NOPE! YOU CAN'T SELL AS A UNIT—Here is a quotation from the United States Daily for October 4th—

The regional sales agency method of marketing bituminous coal as embodied in Appalachian Coals, Inc., is a violation of Federal anti-trust laws, a special three-judge Federal court at Richmond, Va., decided unanimously October 3.

Announcement of the decision was made at the Department of Justice where it was stated orally that the road is now clear for an appeal of the first test case concerning the regional sales agency plan to the Supreme Court of the United States.

Dissolution Ordered

The special tribunal was unanimous in finding for the Government, it was said. Circuit Judge Parker wrote the opinion and Circuit Judge Soper wrote a short concurring opinion. Circuit Judge Northcutt was the other member of the court. The Appalachian Coals was ordered to dissolve and return its charter. Additional information made available at the Department follows:

In its petition the Government charged Appalachian Coals, the first regional sales agency set up by the bituminous coal industry, with being in violation of the anti-trust laws and in restraint of trade. Appalachian Coals is a selling agency contracting to dispose of the output of bituminous mines in the Southern Appalachian Field consisting of Kentucky, Tennessee, Virginia and West Virginia. Producing member companies of Appalachian Coals number 137 and turn out 70 per cent of the coal from the southern field.

Rationing of Orders

The agency rations the orders out to its member producers on the basis of the average output of the various members over a period prior to formation of the selling agency. The producing member companies own the sales agency. Companies which joined in forming Appalachian Coals maintain that it is not in restraint of trade. It is "self-regulation of industry" as distinguished from Government control, they claim.

In its answer to the Government's petition. Appalachian Coals pointed out that it would continue to compete with other non-member producers in the Southern Appalachian Field and elsewhere. Therefore, it would not be in restraint of trade, it was argued.

Reduced Sales Cost

The regional sales agency plan was worked out to maintain all the elements of competition and at the same time reduce the expense of selling coal, according to member companies. Its operation, the members say, would eliminate the cost of hundreds of salesmen for the various producers and at the same time provide a more regular running time for the mines, necessarily resulting in more stabilized employment and better conditions for labor.

Plans for the regional sales agency were worked out at a meeting of the National Coal Association in Cincinnati, Ohio, last winter. Upon the request of some potential members, the organizers attempted to obtain from the Attorney General an opinion upon the legality of the plan. The Attorney General declared that the ruling should be obtained from the courts.

Unable to get a case before the Supreme Court at its last term, the companies and the Government started a "friendly" suit in the United States District Court at Lynchburg, Va., last summer. The case was heard by a special three-judge tribunal from which appeal can be taken direct to the Supreme Court.

It is the belief that if a common selling agency can be created under the law for the coal industry it will be followed by other natural resource industries.

If they can't SELL coal as a unit, why is the Government busy forming co-operative units among growers? Funny world we live in, eh?

But you can join hands to BUY—all you want, and as many as care to join a buying unit. 'Tis funny, sure!

But hope is beginning to dawn on the horizon. Note this decision of the Federal Trade Commission, against a buying unit or trust, just rendered:

FEDERAL TRADE COMMISSION
Washington

STIPULATION 925
(Public Record)

Marion Paper Company, Marion, Ind., and United Paper Board Company, Wabash, Ind., have signed a stipulation with the Federal Trade Commission agreeing to cease co-operating to fix prices or to make uniform the prices at which products shall be bought by or for them through a common buying agency.

These companies also agreed that they are not to enter into co-operative agreements to purchase products exclusively through a common buying agency at prices fixed by the agency or co-operatively by the companies or by the agency in co-operation with them.

They are to discontinue, under the purchasing arrangement with the agency, to refuse to buy goods from dealers who fail to refuse to sell products through the agency or at prices fixed by it alone or in combination with the companies.

Likewise, they are to abandon, under the purchasing arrangement with the agency, the practice of refusing to purchase from dealers whose offered products include goods obtained from dealers who have declined to sell through the agency at its fixed purchase prices.

Each company manufactured paper and paper board products from raw material types of waste paper known as "News" and "No. 1 Mixed," and also lesser grades. They purchased this from paper stock dealers.

Prior to May, 1929, the two organizations were competitors in the purchase of raw materials. In July of that year, according to the stipulation, they put into effect a mutual plan for elimination of competition among them in their purchase of waste paper from stock dealers situated in various states in which was effective the same freight rate from the Chicago area and from Illinois, Indiana, and Michigan. Stock purchases were to be made for the companies at arbitrary prices fixed by A. F. Meisterheim of Chicago, with the approval of the corporations. Each corporation entered into a similar individual contract with Meisterheim, appointing him its agent for the purchase of waste paper in the Chicago and other markets. Each agreed to obtain through him a minimum annual purchase of waste paper at a stated commission.

The prominent member of the Washington bar who sent us the above, adds in his letter:

> "As you will observe, the Commission has taken official action to end an agreement between two buyers to confine their purchases to a common agent.
>
> This may suggest a means of getting at the trust evil which you have been attacking."

As sure as you are an inch high these buying units, this buying trust, will be blasted apart, for commerce cannot exist under them. The markets must be kept open and trading uncontrolled—in every line, and it will be. Wait and see, but work for it while you wait.

THE PASSING OF EDITOR MULLIGAN—Last week's issue of our esteemed contemporary, The Canner of Chicago, carried the announcement of the retirement of James J. Mulligan, for so many years its able editor. We are sorry to learn this, Jim, and we are sure a very wide circle of friends throughout the industry will likewise regret your withdrawal. We are told this is due to the poor condition of your health. We hope that this will rapidly improve, that you will be quickly restored to full vigor and health and that you live long to enjoy life in your native State of Kentucky, to which, we understand, you have returned.

Editor Mulligan served The Canner for a generation, and served it well. To a facile pen he brought a keen, analytical mind and a comprehensive understanding of his industry and its needs. He will be hard to replace. As a competitor he was unfailingly fair, gentlemanly in his differences, and never unmindful of the code of honor. This, was of course, to be expected from a blue blood of Kentucky. We will miss you, and the industry will miss you, but you leave with the good wishes of a multitude of friends.

Years ago, when The Canner, then known as The Canner and Dried Fruit Packer, threatened to pass out of the picture, Danl. G. Trench, President and "It" of the then Sprague Canning Machinery Company, and at the peak of his success, took it over, and put "Jim" Mulligan in as Editor, and Geo. Shaw, as business manager, and so they have continued up to this time. Later on, when Mr. Trench's star began to decline, we were urged by many of the machinery and supply men, who felt there was no need for two journals in the industry, and that they could not afford to support two, especially when both practically covered the same territory, we were urged, we say, to buy The Canner and merge it into The Canning Trade. Negotiations abruptly ended, however, when "Dan" Trench remarked: "No! Jim and George are old friends, and rather than have them displaced, I'll keep it going." As events proved, ownership of The Canner was one of the most valuable assets bequeathed to his widow, when Mr. Trench died.

Now Jim has gone, and the name of Geo. Shaw no longer appears on the checks, as it always did, and we wonder if George has gone, too, for Mrs. Trench seems to have taken charge and is re-organizing the entire staff.

Just another whirl of the wheel, which sees this first competitor of The Canning Trade in its third or fourth reorganization; re-calls to mind the many other competitors who were born "to wipe us out," had their brief day, wabbled and fell into oblivion, and still the old The Canning Trade continues on, unchanged in its family ownership from the time of its origin, still bent upon being the helpmate and friend of the whole canning industry, wherever it exists. A record of over 50 years of faithful support by an appreciative industry—and we are grateful.

THE NEED OF DEFINITE GRADES

By Wells A. Sherman, Specialist in Charge
Fruit and Vegetable Division, U. S.
Department of Agriculture

A CASE which recently came to our attention indicates the desirability of using in sales contracts specific grade terms to denote the quality of canned foods, otherwise, misunderstandings may arise which are sometimes aggravated by market conditions.

A confirmation of sale covering several thousand cases of a canned commodity contained the following, "To be equal to or better than . . . (buyer's) brand." The argument over the delivery was carried to court at considerable cost and with the loss of much time by both parties to the litigation.

Had a recognized grade been specified such as U. S. Grade B (extra standard) the difficulty could have been averted. Had the sale been predicated and consummated upon the basis of Federal grades instead of on the basis of a "brand," the Department could have graded samples from the lots involved and certified whether or not the delivery met the grade requirements. Since these certificates are "admissible in all courts of the United States as prima facie evidence," they often render court action unnecessary.

The certificate of grade may or may not accompany invoice. In some instances, however, they are used to support delivery of merchandise sold to meet the requirements of the McNary-Mapes amendment to the Food and Drugs Act.

Now that official grades have been promulgated or recommended for a number of canned fruits and vegetables, these grades can be specified in contracts with advantage to all concerned.

Copies of official grades and information with respect to the grading service and how to obtain it may be had by addressing this Bureau.

A Rare Bargain

"How To Buy and Sell Canned Foods"

By the late John A. Lee

At

$1.00 per copy

cash with the order

This is exactly the same book which sold at $3.00. It is by a man who knew canned foods as expert buyer, broker and correspondent for The Canning Trade.

It furnishes a liberal education in how to buy canned foods of all kinds; what to look for, and what is expertly considered the variations in grades.

Institution buyers, wholesalers and brokers find this book most helpful. It makes a fine present.

Mr. Lee persuaded us to publish a larger edition than we thought could be sold—and now you are getting the advantage of it.

Cash must accompany the order.—
—to save the expense of billing, mailing etc. etc.

THE CANNING TRADE
Baltimore, Md.

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communications.

TOMATOES

Seaford, Del., October 1, 1932—Crop about over and has been for the past two weeks. The extremely hot weather the early part of September prematurely ripened the fruit. Large part of the crop was ruined in fields. For week ending September 24th, we had one day's run, and week ending October 1st, one-half day. We should have been running full for the week ending September 24th. Crop was practically over by the 17th of September, when it should have been at its peak. For the contractors who could deliver their entire crop suitable for canning, the yield is about three and one-half tons to acre.

Oskaloosa, Iowa, October 3, 1932—Yield 40 per cent; acreage 75 per cent. Yield in Southeastern Iowa hurt from excessive rains.

Scottsville, Ky., October 3, 1932—Crop about 60 per cent; 2.5 tons per acre. Will can about 9,000 cases No. 2s; all sold. Extreme hot, dry weather through August damaged our crop at least 40 per cent.

Bennettsville, S. C., October 4, 1932—Crop in our section about 60 per cent; acreage fully 100 per cent. Drought hurt us on all crops. All crops are gathered in now with the exception of potatoes.

Midway, Tenn., October 3, 1932—Our pack was only about 25 per cent this year on account of dry weather. Pack is over.

Buchanan, Va., September 29, 1932—We got about 150 bushels per acre. Condition of crop fair. Acreage very small; about 50 per cent of normal. The hot, dry weather almost ruined the crop. A great deal of the crop is late.

Columbia, Va., September 30, 1932—Acreage 33⅓ per cent; yield 50 per cent.

Goode, Va., September 28, 1932—Acreage 60 per cent normal; yield about 70 per cent.

CORN

Oskaloosa, Iowa, October 3, 1932—Average yield with quality good. Acreage 60 per cent.

Blair,Nebr., October 3, 1932—Did not pack any this year. Nebraska City and Platsmouth and we believe Grand Island were the only packers of sweet corn who packed in Nebraska this year.

Waterbury, Vt., October 3, 1932—Golden bantam: Our pack was almost exactly the same as last season.

BEANS

Bennettsville, S. C., October 4, 1932—Stringbeans: About 65 per cent of crop. Limas: Crop just about a failure with acreage about 60 per cent.

Waterbury, Vt., October 3, 1932—Wax and green: We had about the same pack as last year. Quality fine.

OKRA

Bennettsville, S. C., October 4, 1932—Crop 50 per cent; acreage 85 per cent.

SWEET POTATOES

Bennettsville, S. C., October 4, 1932—Crop about 90 per cent; acreage about 100 per cent. Largest crop in years.

What Canned Foods Distributors are Doing

New York City Grocers Will Share Relief Food Orders With Chain Units, Taylor Declares—Japanese Packers Enter Strong Protest Against Advance in Canned Crab Meat Duty in Hearings Held at Washington—Recovery in Trade Can Be Aided By Courage And Intelligence, Chester Declares—Seasonal Rise Aids Sales of Jewel Tea Company, Survey Shows.

NEW YORK CITY GROCERS WILL SHARE RELIEF FOOD ORDERS WITH CHAIN UNITS, TAYLOR DECLARES—A firm denial that any discrimination in the method of handling relief food problems in New York City that would result in chain grocery store units monopolizing this field was issued last week by Welfare Commissioner Frank Taylor who said the expenditures, now approximately $9,000,000 a year, for food relief for destitute families would be spread among all groceries, both independent and chain, as has been the custom since the city started this aid. Anonymous rumors had been circulating in the distributing field that the city would turn all order over to chain store units.

"City officials fully realize that spreading this relief fund among all grocers, large and small, in itself is a powerful aid to business," Mr. Taylor continued. "Experts have told us that probably 50 to 75 per cent of the stores doing business with us would face bankruptcy if this fund were not so divided.

"Of approximately 12,000 stores certified to receive Home Relief Bureau food orders, fully half are independent grocers and the other half members of sixteen chain organizations. The independents are getting the largest share of the business because hundreds of chain stores, covered in blanket applications, are in districts where they never see a relief order."

Officers of the Municipal Dealers' Association in New York city, organized a short time ago, denied any connection with the rumors but admitted that they hoped to enroll all grocers doing business with the city in their organization.

"We feel that the independents should have the protection of numbers," Paul Cottone, president, pointed out. "Every officer of our organization is a grocer in New York.

"However, there is danger. In Yonkers, only a few days ago, the city ordered all food relief vouchers cashed only in chain stores. That has happened in other cities. Further, clerical delays has prevented stores from being certified, and in some instances has resulted in delay in the payment of bills. We propose to represent the independent grocers."

The association will charge each grocer $10 membership fees and $3 a month for dues, it was learned. Officials have written to Mr. Taylor, advising him of their plans of operation.

"In expending relief, we have sought to permit the recipients to retain their independence as much as possible," Mr. Taylor declared. "We have been and are willing to certify any legitimate grocer, whether chain or independent.

(*Continued on page 24*)

THE BOOK YOU NEED----

CANNERS—Because it is an authorative treatise on the canning of every known food product, from the growing, through the building of the factory, the formulae, the times of process, to the final accounting of the profits. With Food Law Regulations governing each item.

PRESERVERS, PICKLERS, CONDIMENT MAKERS—Because it gives the latest and most reliable formulae for all preserves, jams, jellies, pickles, sauces, condiments, mince-meats, fruit juices etc.

DISTRIBUTORS—You will find the information, covering the above subjects, so interesting and valuable that you would not part with the book at any price. An education in food production, and a help in case of food law questions.

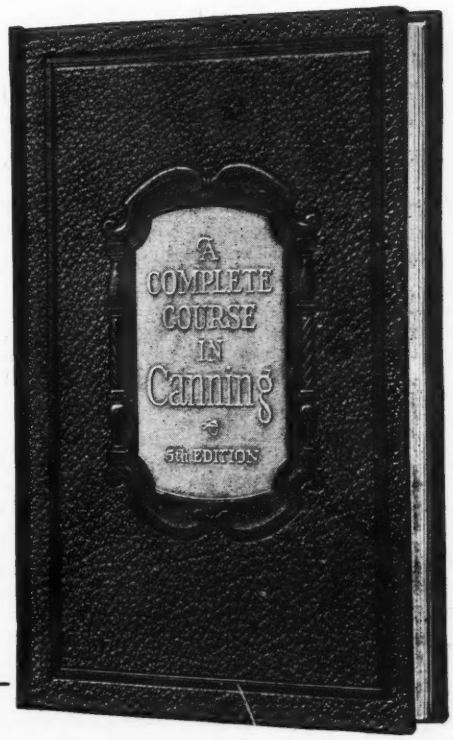
RETAILERS—Because you ought to understand the foods you hand over the counter, their process of production and the laws governing them.

DOMESTIC SCIENCE TEACHERS—Because it is a text book of higher education in food production of all kinds, in tin or glass. A history of food development, written as interestingly as a novel disclosing the truth about canned foods, their origin, development and production, such as is not obtainable elsewhere, and by an authority.

The Standard of The World

A Complete Course in Canning

Bound in Leatherette, Stamped in Gold
Size 6' x 9'
386 pages.



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Publisher of the Industry's Literature

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A CANNER in Illinois writes:

"It happens I have occasion to often drive by a good size pottery in my part of the country. I have often read on signs along the highway, an invitation to visit it and last week I stopped, spent over an hour in the pottery, and its retail showroom, and came away feeling the time was well spent. It does not seem to me you have ever advocated the use of pottery as a sales stimulator. Couldn't a fellow select an article or two in pottery which might have an appeal to a housewife and use such a selection to help toward increasing his sales?"

From the post mark and date line of our reader's letter I am quite certain I know the pottery our friend visited, it's an old one but very well managed, along up-to-date merchandising lines. I too, happened to visit it a few weeks ago and was interested in learning it has not laid off an employee during the past three years, and what is even more surprising, it has been operating on a full time schedule. No doubt the canner writing us was told, as I was, that the major part of the sales output of this pottery consists of sales stimulators.

A single malt firm in the United States bought over a million steins from this pottery last year. They all helped increase the sales of malt in comparison to those of competitors. Several large one-stop automobile service stations in Chicago have bought hundreds of dozens of articles of pottery and have given them away to customers since 1929. Packers and roasters of coffee too, have helped swell the sales volume of this pottery.

Certainly, many pieces of pottery can well be used as canned foods sales stimulants. Users of premiums usually try and pick out those whose use in the home is associated with their product. A coffee roaster will use a drip coffee pot, a malt distributor will give away a stein, etc. A canner wishing to use pottery articles to aid his sales and create consumer interest may not be able to tie up the premium he chooses as closely to his product as in these instances but many articles of use in connection with canned foods are to be had in well made pottery.

This Illinois pottery is showing a nest of kitchen bowls, mottled in a beautiful shade, assorted in size from the small custard cup to the large mixing bowl used in stirring the dressing for a twelve pound Thanksgiving turkey. There are seven bowls in this set, probably three in a set would be sufficient to win a lot of new friends to a canned foods line if the canner would omit the custard cup and distribute the next three in size. These can be bought nested and packed in a container holding the three for about twenty cents.

If a canner wants to keep consumers saving labels from his line he can purchase and offer as premiums, say a cereal set, that is a pitcher, cereal dish and plate. Or a kitchen cabinet set of five, seven or ten pieces. Or a salt and pepper set for the top of the gas range. Then countless articles not closely allied with the kitchen and table will still make acceptable premiums.

The other day I went through a large packing box full of steel articles all splendidly adapted to stimulating consumer interest in a product. Steel fruit bowls, a dustpan, a sink scraper, a sink strainer, a baking sheet, etc.

Articles of glass, tumblers, salad plates, American cut glass pitchers, fancy cake plates are all accumulated eagerly by housewives who are saving labels or taking advantage of premium offers today.

So far I have mentioned only premiums with an adult appeal. The field is teeming with premiums children may be interested in.

After all, the first thing to consider in adopting a premium plan for increasing sales and consumer demand is how the plan will operate. Through premium depots or redemption places by means of a more or less large and elaborate premium catalogue or will the premiums be distributed by dealers or will the canner himself, through his office, redeem the labels from his cans and ship the premiums earned.

Then the type of premium must be selected, will it appeal to the housewife direct or through her children.

After these decisions are made the canner will next decide whether he wants to make the securing of some sort of a premium fairly easy for the user of his goods or wishes to keep the purchaser of his canned foods interested in his line over quite an extended period.

Taking up these various matters in order, here is what I would do.

As one who is using premiums for the first time, I would not attempt to enter so wholly into a premium scheme as to require a catalogue.

As a beginner, I would also keep the redemption of my labels in my own office thus keeping down the overhead expense of any plan I might engage in.

Suppose we set a limit of twenty cents per premium cost and another fifteen cents average delivery cost or a total of thirty-five cents per premium. That nest of three kitchen bowls will come under this head.

Keeping in the middle ground of length of time and consumer expenditure for securing a premium I would decide to offer the set of three bowls to consumers delivering to my office (or to my retail distributor) labels from two dozen of the products I put out to the trade. If I felt I could put distribution of premiums into the hands of dealers I would offer to give the bowls to anyone sending me labels from twelve cans of my pack. If this is done, figure on the cost of an extra set of bowls for the dealer who stocks your line. Make his co-operation in the plan doubly sure by presenting him with a set of bowls for his trouble in displaying your ad, selling the idea of your label redemption to his trade. You will only be out twenty cents and the

money will be well spent if he gets behind your line and calls your offer to the attention of his customers. Now that you have entered into this proposition, the more bowls you give away, the greater the effectiveness of your merchandising plan.

A most necessary adjunct of this premium plan will be a window poster describing the set of bowls. Let the one who supplies you with them write the brief copy for this window strip or display poster. Then you will be certain one who knows all about your premium is saying the best things about it that can be said. It will not cost a great deal more to have this window poster gummed top and bottom thus making easy its application to a window.

Take several sets of bowls, a pocket full of the window posters and start the rounds of your trade. See your jobbers and sell them on the value of the premium you are offering. Then enlist their aid in selling the retail dealers on the redemption of your labels. As a part of your call on the jobber, point out you wish to give the consumer all the premium you possibly can for as small an amount of labels as is consistent with the cost of the premium, and that in order to keep down the cost you are going to ask him to deliver the nest of bowls with each case of your goods so that the consumer will simply have to take your labels to the grocer from whom she bought her canned foods under your labels and get her premium.

Give each retail dealer a set of bowls for his own home in return for his posting your window sticker, and for the sales effort he will put on the deal, plus his redemption of labels and passing out of the bowls delivered to him with his order of your goods.

The window posters are not very expensive, you had probably better pack one in each case shipped during the deal. As the goods are placed on the shelves or on display, fresh announcement posters will thus be available.

Select any premium you wish, made of any material you think best, the procedure for a simple, business building premium campaign is the same.

Such a campaign will help you build a profitable consumer demand.

Distributors today as never before, are looking with greatest favor on those lines enjoying consumer demand and acceptance!

MOVES BRANCH OFFICE

THE Jeffrey Manufacturing Company, Columbus, Ohio, has announced the removal of its Southwestern Branch Office from Houston to Dallas, Texas. Mr. T. P. Burke continues as manager.

Complete Machinery and Supplies for every canning operation.

SMILEY TOMATO KNIFE

A. K. Robins & Co., Inc.
Lombard & Concord Sts.
Baltimore, Maryland

ROBINS RETORT
Built in all sizes

THE PRODUCTION OF TIN CANS IN 1931

TIN cans and other tinware (exclusive of stamped ware other than cans) to the value of $218,356,340 (at f. o. b. factory prices) were made in the United States in 1931 by establishments engaged primarily in this line of manufacture, according to preliminary statistics issued by the Census Bureau. This total represents a decrease of 22 per cent as compared with $279,962,658 reported for 1929, the last preceding census year. The 1931 total is made up as follows: 1,446,442,428 venthole-top cans, valued at $14,454,541; 4,828,365,335 sanitary cans, including condensed-milk cans, $93,402,812; 701,233 ice-cream cans, $825,235; 781,041 dairy milk cans, $2,126,799; other miscellaneous cans and packages, $103,189,130; other tinware (except stamped ware), $4,357,823.

The following table shows the output in 1929 and 1931, by class, number and value; the figures for 1931 represent production, while those for 1929 refer to sales (shipments or deliveries) by manufacturers.

	1931	1929
Tin cans and other tinware (not including stamped ware other than cans) made in all industries, total	*	$283,809,763
Made in the "Tin cans and other tinware" industry	$218,356,340	$279,962,658
Made as secondary products in other industries	*	$3,847,105
Venthole-top cans:		
Number	1,446,442,428	1,711,691,917
Value	$14,454,541	$20,734,311
Sanitary cans, including condensed-milk cans:		
Number	4,828,365,335	5,526,838,732
Value	$93,402,812	$122,020,557
Ice-cream cans:		
Number	701,233	1,097,826
Value	$825,235	$1,819,905
Dairy milk cans:		
Number	781,041	1,704,307
Value	$2,126,799	$3,979,393
Other miscellaneous cans and packages, total value	$103,189,130	$129,528,875
Number reported:		
Number	3,090,117,771	2,908,271,900
Value	$98,350,483	$120,965,466
Number not reported, value	$4,838,647	$8,563,409
Other tinware, except stamped ware, value	$4,357,823	$5,726,722

*Not yet available; complete data will be given in final report.

POSTPONEMENT OF HEARING

From October 6, 1932, to December 6, 1932
On Fish Packed in Oil

Investigation No. 81 Under Section 336, Tariff Act of 1930

Fish, Prepared or Preserved in Any Manner, When Packed in Oil or in Oil and Other Substances

THE United States Tariff Commission on this 20th day of September, 1932, announces that in compliance with the request of parties interested in the public hearing heretofore set in this invetsigation to be held on October 6, 1932, is hereby postponed until December 6, 1932.

Notice of this postponement shall be given by posting a copy thereof for thirty days prior to said 6th day of December, 1932, at the office of the Commission in the City of Washington, D. C., and at the office of the Commission at the Port of New York, and by publishing the text thereof prior to that date in "Treasury Decisions," published by the Department of the Treasury, and by announcement thereof in "Commerce Reports," published by the Department of Commerce.

By order of the United States Tariff Commission this 20th day of September, 1932.

SIDNEY MORGAN, Secretary.

HACKING ON OUR HISTORY

THERE seems to be an epidemic on the part of writers to delve into the history of the canning industry, and to give the public the benefit of their researches. Naturally as a result we have some queer historical data dished up. But at least this shows a growing interest in canned foods, on the part of more and more people, and that is well worth while.

A real, worth while tribute appeared, recently, in "Short Stories" under the heading "Tin Cans," by the editor of that magazine. Here it is. Next week we will have another—a longer and more detailed account of the rise of the canning industry.

Tin Cans

"Some wise fellow once observed that the whole history of modern civilization was written in tin cans. And there's more truth than poetry in that remark.

"Most of us have become so used to eating canned meats, canned fruits, canned preserves, canned milk, and every other sort of canned foods, that we forget there was a day when there wasn't any such thing as an airtight can. You ate fresh meat those days, in the winter time, when it would keep, or else you ate dried meat. Dried meat, or 'jerky,' was the staple food carried by every trapper and pioneer in the early days when fresh food could not be had. And in foreign countries it was the same way. You'll find every race of people, right back to the ancient Egyptians and Babylonians, used dried meat as a big part of their staple food supply. Dried fruits made up another big item in the bill of fare. That was why the date palm was such an important thing in the desert countries of the East; dates dried well and were very nutritious.

"You'll find that, in the hot countries like India and Africa, pepper and other spices and condiments came into use for the same reason. Food couldn't be kept any too well, but by seasoning the dish highly with spices you couldn't tell if the meats or other ingredients maybe had become a little too high.

"Ice, of course, was a very good preservative in countries where there was plenty of cold weather in the winter time. The early colonists quickly learned to cut ice in the winter and put it away for the summer so they could preserve their meats longer during the hot weather.

"But when that Great Man who invented the tin can came along, he moved civilization forward hundreds of years. Even the cowboys and trappers, who were as hardy a lot as ever lived, discovered the advantages of the tin can. A cowboy who had to cross a long waterless stretch knew that he could make it in comfort on a can or two of tomatoes, the juice of which satisfied his thirst at the same time that the pulp gave him nourishment. And any storekeeper in a mining district or cowtown who didn't lay in a good supply of canned peaches and plums and such was likely to find himself riding on a rail the first Saturday a lot of hungry riders got to town. The cowboy, like all outdoor workers, has a great appetite for sweets, and the canned fruits suited him right down to his bootheels.

"Sailors, explorers, travelers, and the millions who fought in the World War, know what cans meant in the way of food and comfort. And to the everyday citizens, cans mean just that and more; it means meat and fish at all seasons, as well as fruits throughout the year instead of just during the hot summer months.

"Yessir; the man who invented the tin can is deserving of a monument. And if all the empty tin cans left by careless, shiftless campers were piled into one heap, it sure would make a monument, wouldn't it?

—The Editor."

DEVELOPING BETTER TOMATOES

OVER six hundred persons attended the midsummer field meeting held at the proving grounds of the Stokes Seed Company at Moorestown recently. This meeting was largely devoted to the subject of tomatoes. The speakers included Professor L. G. Schermerhorn of the New Jersey Experiment Station, Mr. H. F. Hall of the Campbell Soup Company, Mr. Edgar G. Rex of the New Jersey Department of Agriculture, Seed Certification Service, and Mr. C. Russell Mason, vice-president of the Stokes Seed Company for Florida.

There were over 130 different stocks of tomatoes in the trial grounds as well as several breeding plots, the most important of which were the Master Marglobe and Pritchard.

The Stokes Company has been developing Master Marglobe over a program covering six years through nine generations of plant selection. In that time they have succeeded in adding one-half inch to the depth of the original Marglobe, adding greatly to the solidity, and approximately 40 per cent of the productiveness of the vine. The fifty acres of pedigreed stock this Company is growing in Burlington County, N. J., is all derived from a single plant two years ago. This stock received the highest rating from the New Jersey State Department of Agriculture. Because of its greatly increased solid content the Master Marglobe will be of special value to the canning trade.

Mr. H. F. Hall, whose subject was "Are We Coming Or Going In Tomatoes," discussed the new grading policy of the Campbell Company as inaugurated this year. This method he explained was adopted because of the great variation in the quality of tomatoes grown in New Jersey. He pointed out that the New Jersey "growers must develop a higher and more nearly standard product if they are to meet the competition of producers from other sections. The middle West is threatening our leadership in tomato production. Where ten years ago Indiana produced an inferior tomato, it now not only produces a better fruit but at a lower cost." Mr. Hall urged the growers to develop a more standard product through seed and plant selection. He predicted that the advantages of the new policy of government grading would be increasingly evident as time advanced.

In addition to the other speakers the guests spent much time studying the various vegetable trials, watching the demonstration of the new Planet, Jr., tractor, etc. Campbell's tomato juice, ice cold, was available all during the afternoon through the courtesy of the Campbell Company. Samples of new and promising varieties of flower and vegetable seeds were given to guests. One of the interesting exhibits on hand was a display of old seed catalogs, the offering of Robert Sinclair dated 1835 being the oldest one available. The guests were received by Mr. and Mrs. Stokes on the lawn of their home adjoining the proving grounds.

OLD GUARD SOCIETY DINNER

Sunday Evening, January 22

GEORGE BONES, President of the Old Guard announces that the Annual Dinner of the Old Guard Society will be held Sunday evening, January 22, at the Hotel Stevens, Chicago. The Old Guard membership is at its highest point right now, numbering some 300 members.

Included in the membership are 112 who have been connected with the canning industry for 30 years and over, 28 for 40 years, and 18 for 50 years. The Old Guard Dinner has come to be one of the regular events of National Convention week. All members of the canning and allied industries who have been in the industry 20 years or longer are eligible to membership.

President Bones says the coming meeting will be the best ever. Tom Potter of Longmont, Colo., is Vice-President. S. G. Gorsline, 549 W. Randolph Street, Chicago, is Secretary-Treasurer.

NEW STEEL CHAIN BOOK ISSUED

AN illustrated 144-page Catalog has just been completed by Link-Belt Company, on steel chains, in which information on the older chains is brought up to date, and many new and useful sizes are offered for the first time.

The sizes range from the small Detachable Steel Link-Belt (No. 25 size) having an ultimate strength of 950 pounds, to powerful chains of as great a strength as 1,500,000 pounds. Between these two extremes the specifications, dimensions, strengths and list prices of a large number and variety of chains are given, suited to practically every elevating, conveying and power transmitting service for which steel chains can advantageously be used.

This includes "SS" Class Steel Roller Chains; Long Pitch Engineering Chain; Block Type and Draw Bench Chain; Steel "Leaf" or Balance Chain; Steel Detachable Link-Belt; Steel Ice Chain; Drop-Forged "Rivetless" Chain; and the "RC" Class Finished Steel Roller Chain.

Many attachment links are illustrated for elevating and conveying work; and a comprehensive line of sprocket wheels has been included, enabling the user to select suitable sizes of sprockets for the work to be done. A word of caution is embodied in the book's foreword, to the effect that chain life depends upon the sprocket wheels, as to insure durability and maximum service of both chain and wheels they must fit each other properly.

A copy of the new book, No. 1192, may be had by addressing Link-Belt Company, Indianapolis, Ind.

RE-DESIGNED SCALE LINE ANNOUNCED

THE Kron Company, Bridgeport, Conn., has just announced the completion of the re-designing of their entire line of Automatic Dial Scales, which includes Portable and Dormant Platform Scales, Bench Scales, Hanging Pan Scales, Track Scales, Hopper Scales, Milk Scales, Crane Scales, etc.

Illustrated bulletins, describing the new line, are now being distributed by all representatives of the Kron Company, and copies may be had on request through representatives or through the home office in Bridgeport.

TOMATOES LEAD AS CANNING CROP

JUST a hundred years ago, according to the Pennsylvania Department of Agriculture, the tomato was introduced into North America. It was grown for several years as an ornamental plant only and not until 1834 was it used as a vegetable. By 1844 it had acquired wide-spread popularity.

The tomato is now regarded as the king of vegetable garden crops and is the most important canning crop grown, says H. A. Hanemann, market analyst, Pennsylvania bureau of markets.

He explains that in addition to the extensive canning of whole tomatoes, enormous quantities of tomatoes are consumed in the manufacture of canned soups and catsup and the preparation of tomato sauces for baked beans, spaghetti and macaroni. In recent years, with the discovery that the tomato is rich in Vitamin C, a vitamin which was previously discovered in the juice of the orange and which was found to vanquish the dreaded scurvy, a tremendous industry has developed in canning the juice of the tomato. Tomato juice is now as commonly accepted in the well planned diet as orange juice and is widely used as a drink for infants and small children. Few vegetables have the range of uses as does the tomato.

JAPANESE EXPORTS OF CANNED FOODS

THE following information has been taken from the "Japan Advertiser" of August 10, 1932:

"The export of Japanese canned provisions this year is active, due to the cheap exchange rate. Last year 30,000 boxes of canned tunny meat were exported from Japan. During the first seven months of this year 110,000 boxes of the meat was exported because of the exchange relation. It is expected that an aditional 80,000 boxes will be exported within the rest of the year.

"Thirty thousand boxes of canned sardines were exported last year. Exports for the first half of this year totaled 50,000 boxes and the same amount is expected to be exported for the second half. Last year's canned crab exports amounted to 352,000 boxes. Producers expect that 150,000 boxes will be exported during the second six months of the year. Exports for the first half totaled 193,000 boxes.

"Except for canned crab, other canned provisions are expected to increase rapidly this year. America is the heaviest consumer of these articles."

MORRAL BROTHERS

Manufacturers Of

The Morral Corn Husking Machine

The Morral Corn Cutting Machine
For whole grain and cream style corn

The Morral Labeling Machine
and other machinery

Write for prices and further information

Morral Brothers, Morral, Ohio

SPOILS AND SWELLS CANNERS' LIABILITY

By Roy Irons

WE have the following letter from one of our members:

"What is the rule on swells in sweet corn, as to time limit of liability of canner?

"We have a party send in 80c worth of labels over two years old, and while the 80c is small stuff, yet we want to stop the practice if there is really a time limit and I think there is, but don't know where to look for the rule, or perhaps it is merely a 'gentlemen's agreement' among the trade.

"Jot in pencil on bottom of this sheet your opinion and return please. Thanks for your time."

Changes of distribution from the straight jobbing trade of old to many new kinds of distribution have effected the old Food Guaranty Clause, "Six months' guarantee from date of invoice," until today we have ¼ of 1 per cent allowance in lieu of swells, the old clause, and "what have you." Then the jobbers got one out which was not acceptable to the Canning Industry, and in return the following was constructed and adopted by the Canning Industry:

Dated.....

"The undersigned seller guarantees that all articles of food sold by seller to.....purchaser shall not be adulterated or misbranded within the meaning of the Pure Food laws of the state to which shipment is made and within the meaning of the Federal Food and Drugs Act of June 30, 1906, and amendments thereto; provided, however, that the seller does not guarantee against such goods becoming adulterated or misbranded within the meaning of said laws or of said Act, as amended, after sale and delivery by reason of causes beyond seller's control; and provided that special guaranty against swells and spoils, with time limit for claims or allowance in lieu of guaranty for swells and spoils, shall govern if included in sales contract.

Signed.....

Address....."

This was not acceptable to the wholesale distributors, so today, as above stated, it might be said there is none.

This canner asks, "What is the time limit of the liability of the canner?" It is what the guaranty clause reads, if one is incorporated in the contract.

Swells and spoils have always been a source of trouble to both the distributors and the Canning Industry because (speaking of the old six months' guarantee clause against swells and spoils from date of invoice) of the lack of complying with the clause results in abuse by the distributors, and lack of enforcement by the sellers. This abuse is said to occur if the ¼ of 1 per cent is a part of the contract and is allowed on the invoice; that even after above is allowed, the buyer sometimes returns labels for collection and if paid, the seller pays twice.

In some instances, the canned foods, after having been received by the retailer from his distributor, may be stored in some leaky out-building, subject to the elements, more or less, and in damp basements, from which they become rusted through from the outside, the retailer returns the labels to his distributor, and he, to the canner for reimbursement. In many cases the canner may be lenient because the buyer may be a large distributor for his brand, and the canner, wishing to retain the buyer's "good will," honors the claim, even though many labels are known to be out for several years,—until it has cost the canning industry untold thousands and thousands of dollars.

Dealing today with all kinds of distributors, jobbers, chains, etc., if a food guarantee clause is desired to be made a part of the contract, the above clause wherein "the seller guarantees his canned foods to comply with all pure food laws, etc., should suffice. But if a special Food Guarantee Clause is incorporated in the contract, is accepted, and signed by both buyer and seller, the seller should enforce it, and the buyer should not abuse it.

CRANBERRIES TO THE FORE

THE American public is well aware of the health content of fruit juices and other fruit products, but the cranberry has suffered from its very popularity at Thanksgiving and Christmas.

Cranberry Canners, Inc., have decided it is time to remind the public that the holiday delights of the cranberry may be had at every season of the year.

They are packing cranberry juice in a handsomely designed bottle suitable for choicest display space, and are counting upon the new and refreshing taste of this beverage to win favor with jaded palates tired of the fruit juice drinks that have so long held the foreground in popularity.

The same company is packing high-quality cranberry sauce in handsome glass jars of a design closely related to the design of the cranberry juice bottle.

The publicity issued by Cranberry Canners, Inc., is reaching the public through magazines and newspapers, telling the world that the hitherto neglected cranberry is unique in its health-giving properties. It contains not only a wealth of Vitamin C, the protector of teeth and defender against scurvy, but also provides Iodine, essential to the healthy action of the thyroid gland and preventive of goitre.

The cranberry, cranberry sauce and cranberry juice all are rich in mineral salts essential to bodily health. Calcium, magnesium, potassium, sodium, phosphorous, chlorine, sulphur and iron are all packed away in the cranberry ready for beneficial release in the human system. All these salts are alkaline in reaction and help combat the acid conditions that are a constant threat to well-being in this land of heavy diet.

Being a thinking and practical people, we like to know that the things we like are also good for our health. Cranberry sauce and juice should on this score offer a great opportunity for quick year 'round popularity and profit-making volume.

SOME PEAS

A back-woods man, in New York for the first time, went to a big hotel for dinner. As an appetizer, the waiter brought a tray of large olives.

The stranger eyed them for a while, then motioned for the waiter.

"I don't want to trouble you," he said, "but if you wouldn't mind I'd like to see one of the pods those green peas come in."

ORDINARY COLD STORAGE TEMPERATURE SUCCESSFUL FOR FROZEN PACK METHOD

Experiments in Seattle, Wash., and Arlington, Va., by U. S. Department of Agriculture Indicate Earlier Dependence on Very Low Temperatures Unnecessary

A MUCH wider future development of the frozen pack industry than has been considered likely appears possible as a result of a discovery by the U. S. Department of Agriculture. This is that the temperatures of ordinary cold storage plants are sufficiently low to preserve certain fruits in small containers by the frozen pack method, the department announces.

The discovery that slow freezing at ordinary temperatures of from 15 to 18 degrees Fahrenheit is as effective in preserving some fruit as rapid freezing at low temperatures reaching 80 degrees below zero has been supported by department experiments at two widely remote points in the United States, one at the experiment farm at Arlington, Va., the other at the frozen pack laboratory of the department at Seattle, Wash. The Arlington experiments were made by J. M. Lutz, Dr. Joseph S. Caldwell, and H. H. Moon, the Seattle experiments by H. C. Diehl and James A. Berry, all of the Bureau of Plant Industry.

The announcement that slow freezing is adequate for the frozen pack process is considered important for cold storage and frozen pack workers, many of whom up to this time have believed that rapid freezing at very low temperatures was absolutely essential. It indicates a new field for cold storage plants which early frozen pack work had indicated was practically closed to them. Most opinion up to now has been that the successful freezing of fruit for preservation called for special low temperature equipment.

The department warns that while temperatures of 15 to 18 degrees F. have been found satisfactory for freezing fruit in small containers, it is desirable to use temperatures of zero or below to freeze fruit in barrels. On account of the greater mass it requires a colder temperature to freeze the fruit in the center of the barrel before spoilage sets in. After freezing the barraled fruit can be stored satisfactorily at the same temperature as that used for small containers.

Last season the department experimented with peaches, strawberries, and cider in the Arlington laboratories and with strawberries, peaches, and other fruits in the Seattle laboratory. At the Arlington laboratory the advantage seemed in favor of the slow freezing method. There was more discoloration of the peaches which were frozen rapidly, and there was more sediment in the rapidly frozen cider than in that frozen slowly. At Seattle the comparisons of the two methods of freezing were especially noticeable in strawberries. The rapidly frozen strawberries lost more of their firmness when thawed, and the slowly frozen material held up much better after thawing. The scientists tested the two by dropping them several feet. The slowly frozen berries which remained firm, also retained their shape, but dropping the rapidly frozen ones flattened them considerably. Both laboratories found that the rapidly frozen peaches discolored more than the slowly frozen ones.

This season the department is continuing the experiments on rapid and slow freezing and is including many fruits other than those already tested.

MAGNETIC SPOT COATING MACHINE

Adjustable to all Sheet Sizes.
Absolute Register.
Water Cooled Scraper Roller.
Rotary Color Pump.
Perfectly Balanced and Exact True Running Fountain and Feed Rollers, revolving in Special Ball Bearing Journal Boxes.

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Automatic Tin Plate Drying Ovens.
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Plain Coating and Varnishing Machines
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Write For Full Particulars.

Charles Wagner Litho. Machinery Co.,
Incorporated
51 - 55 Park Ave., Hoboken, N. J.

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—One O. & J. Crowner practically new. Four open Retorts 4 ft. sq. via 5 ft. deep.
Address Box A-1883 care of The Canning Trade.

FOR SALE—Homogenizers and viscolizers; sizes 100, 200, 300, 400, 800 gal. All machines entirely rebuilt. Write for prices and specifications.
Otto Biefeld Co., Watertown, Wis.

Wanted—Machinery

WANTED—Used equipment - Hansen or Ayars Pea and Bean Filler, 15 ft.. Blancher, Glass Washer, 14 or 16 ft. Picking Table.
Address Box A-1886 care of The Canning Trade.

Wanted—Canning Factory

CANNERY WANTED—Waco needs a cannery and is willing to help in every way to make it a financial success. We can produce the vegetables, of the quality desired and in quantities needed, and the local canner will find an outlet for every case of his goods within a radius of 100 miles of Waco.
Address Waco Chamber of Commerce, Waco, Tex.

For Sale—Factories

FOR SALE—Modern Corn Canning Plant, with latest mechanical equipment for capacity of 3500 to 4000 cases per day. Buildings of most modern construction and located in one of the best corn growing sections in the Eastern part of the country. The late owner enjoyed the reputation of being among the producers of the finest quality of corn packed in the U. S. The factory can readily be equipped for the canning of peas, stringless beans, and tomatoes Ample acreage easily obtained. Will sell at unusually low figure. Prospective purchasers invited to make a personal inspection.
Address Wm. H. Freed, New Freedom, Pa. or
Edw. J. Colgan, Jr., 1502 Fidelity Bldg.,
Baltimore, Maryland

Wanted—Accounts

ACCOUNTS WANTED—Canned Foods or other food products for the grocery trade in Puerto Rico on a brokerage basis.
M. Roses Mayol, Box 177, Arecibo, Puerto Rico.

Situations Wanted

WANTED—Position by Factory Superintendent who has had experience in packing a complete line of high grade vegetables. Good manager and producer; expert mechanic on all machinery, including closing machines. Will consider any location in any capacity.
Address Box B-1881 care of The Canning Trade.

POSITION WANTED—By Factory Superintendent. Married, age 42. Packs full line of fruits and vegetables; expert on Dills in barrels. Knows the game from the field to finished product. This man is factory installer, machinist, fireman and Double Seamer Operator, Will consider position in town or city on moderate terms. Best of references.
Address Box B-1885 care of The Canning Trade.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant
BERLIN CHAPMAN CO., BERLIN, WIS.

THE BOOK YOU NEED ! !
"A Complete Course in Canning."
5th Edition *386 Pages* *Price $10.00*
Published by THE CANNING TRADE.

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Hansen Automatic Tomato Filler
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Hansen Whole Grain Corn Cutter
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FIRST -- LAST and ALWAYS

Be safe—protect your increasing values with additional Fire Insurance—

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This STERLING
SIGN of QUALITY
is on all SPRAGUE-SELLS Machines.

It MEANS
Sturdy, Reliable Canning Machinery.

COMPLETE SERVICE—Machines and Equipment for ALL Canned Foods.

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Buy the best. Increase your profits with SPRAGUE-SELLS machines.

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Exclusive Sales Agents for P. H. LANGSENKAMP COMPANY

THE ANSWER

to pretty nearly any question concerning canned foods can be found in your

1932 ALMANAC

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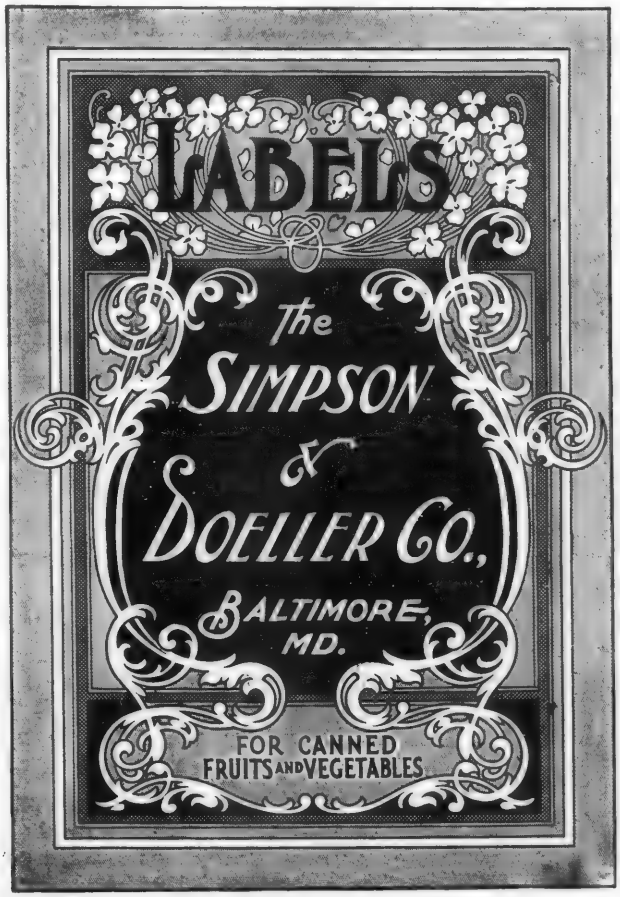

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Write or Wire for Samples and Prices

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Kansas City, Mo.

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"A Fine Pack on the floor . . . but Where's the CANS!"

the manager said

PERHAPS a bit too late . . and so a "spoil". CANS that went astray in time of need . . things that happen in the plant . . delay and certain loss!

But from Baltimore . . and Hamilton, Ohio . . we've worked *around* events like these. Kept up the CAN supply . . kept *down* mechanical faults . . to win production for our trade.

Big stocks of CANS nearby! . . service men who call often . . think fast and sure in case of need . . fix faults *before* trouble starts.

CANS · SERVICE · RESEARCH . . *Whatever fits into Cannery practice . . Yours to command!*

METAL PACKAGE CORPORATION

110 E. 42nd ST., NEW YORK CITY

ESTABLISHED 1909

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THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, OCTOBER 10, 1932

WEEKLY REVIEW

Scarcity Used to Produce Higher Prices, Now it Produces Lower—As Others See the Market—How This Game Is Worked—Market As a Whole Promises Well.

"TAINT NATURAL — Before these topsyturvy days, the job of the market reporter was to ascertain the amount of stocks on hand, add the new season's production and then, through comparison with the known consumer demand, say what would likely be the course of the market as to prices. Out of this came the perfectly natural rule or law, that a short supply meant a rising market and higher prices. But this does not seem to be now-a-days.

Take the matter of canned tomatoes. Can you find anybody who believes that the '32 pack of canned tomatoes, plus any few that may have been carried over from previous years, will even equal last year's pack of nine and one-half million cases, to say nothing of the rather considerable carryover into that season's pack? Certainly you can find no one who knows anything at all about the canned tomato situation, who expects this season's pack to exceed those figures. Even those buyers who may have "hoped" that it would, so that prices would be even lower than the below-cost prices that have ruled, must have seen their hopes fading as the reports of light packs, end of the tomato crop, drought and cold weather come in. Everything that might be considered as detrimental to a good tomato pack has happened—the season abruptly ending in almost every tomato canning region; early rains in California to blight its tomato crop—one thing after another to curtail the ultimate output. In other words everything that used to serve to advance prices! And yet tomato prices have declined! No. 2s are now quoted at 55c to 57½c, and some will say lower; No. 3s are 87½c to 92½c, and even No. 10s have dropped back to $2.50. It is enough to give the market student the jimjams. If scarcity will not advance prices, what in heaven's name will?

This must be true: the man who has tomatoes, and has the backbone to lock up his warehouse, close his ears to all offers, and wait, will make good profit by doing so. For don't be mislead, the people are eating canned tomatoes, will continue to eat them in heavier quantities than ever and they are not averse to paying a fair price for a can of quality tomatoes; not fancy quality, just good value for their money. In other words the man with the "guts," to use a vulgar expression now very common, to take advantage of the situation seems to have every chance of winning.

Let's see how some other market operators view the situation.

The W. F. Assau Canning Company, here in Baltimore, and of which Mr. Harry Imwold, long President of the Canned Foods Exchange, is President and guiding genius, said in a market letter dated October 4th:

> "**Tomatoes**—This article has been doing some acrobatic stunts in the last few days and is somewhat weaker this morning. This is no doubt due to the fact that one of our Maryland brokers spread the report that there were millions of tomatoes still on the vines. This is contrary to the opinion of canners and growers. Vines have dried up from lack of rain and should there be green tomatoes still on the vines they cannot mature without some moisture. Nights are now very cool and it takes a tomato four times longer to color up than it does earlier in the season when the nights are warm. If you have not laid in your supply of 2½s and 10s better do so now; you will be paying considerably more shortly.
>
> **Spinach**—No rain, and this article is at a standstill. A little of it has sprouted but is very thin on the ground. If we get a good soaking rain within the next few days there will be some packed the middle of November but—pack will be very small.
>
> **Stringless Beans**—Due to continued dry weather during the past week, this article seems to be finished. Not enough receipts in the market to take care of the usual retail trade.
>
> **Prices**—These seem to be firming up on most items. Corn and stringless beans in particular show increases."

And William Silver & Company, Aberdeen, Md., long favorably known brokers and canners, said at the close of September:

> "At one time, it seemed that tomatoes might duplicate the performance of corn last year and prove to be the weak spot in canned foods during 1932. That danger is now passed.
>
> The Tri-state pack was much shorter than expected and of this reduced production, it is estimated, three-quarters have already exchanged hands.

From Indiana, we learn today the pack will be only 85 per cent of last year as contrasted with earlier predictions of 50 per cent more than last year.

Early California yields disappointing and prices advanced. We hear that Ozark packing closed last week, 30 days earlier than 1931.

The bulk of standard tomato business has been done—let's concentrate on better grades. Supplies of these are shorter than usual so line up your trade's requirements, and let us submit samples and special propositions. Such orders require individual attention. That's where we come in."

Why do prices decline when everything warrants an advance—how do they do it? Easy!

In the old days when the Bookmakers took the bets at the race courses, there used to be a price-leader, the one who set the price and every other bookmaker in the "ring" or "on the block" as they used to call it, followed his lead. If the Ringleader stayed off a horse, the price on that horse (for betting purposes) went down to nothing—none of the bookmakers would take a bet on him.

The buyers of your products are in the same kind of a ring, and they watch their leader in just the same way. When that leader wants to drive the prices down, or imagines the prices are rising too much, he "stays off" that article, goes away from it, and down goes the price. That is what all the buyers did this past fortnight—stayed away from canned tomatoes. As the eminent Senator answered one of our readers: "you can't compel the buyers to buy." And there is no signed agreement among these buyers, any more than there was between the bookmakers at the race tracks. Not even a gentleman's agreement. But it is the most effective agreement in the world. And it is made possible only because practically all buyers belong to some one of the comparatively few buying units, and those who do not are compelled to follow their prices. Nearly every other industry in the country is suffering the same torture, slow but certain strangulation, yet our great political representatives talk about ending the depression, helping the farmers, etc., etc., ad nauseum.

The Market—They are buying their usual small lots, just as they happen to need them, paying the prices asked, and in the main these prices are quite firm. Retail business in canned foods is booming along, and with cold weather on us the demands will multiply.

There are no price changes other than in canned tomatoes.

The fruit men have issued their formal opening prices, and it is seen that they are at points which will insure their complete clean up, and not only from canners' hands, but that the consumers will find the prices so attractive that the goods will be eaten.

As stated in the California announcement, the prices on stocks that are all sold out are quoted in red, and the surprising thing is the extent of this sold out condition. It backs up the contention of the fruit canners that they will be all cleaned out of stocks before another season rolls around.

Canned fish is also righting itself, and at the low prices named, it, too, will be eagerly accepted by the public and heavily eaten.

The whole canned foods line looks good for a healthy clean up, and for very much better business during 1933.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Market Has Firm Undertone — Prospects Good for Higher Prices—First of the Year Will Find Tomato Prices in Higher Levels—Little Corn Business Being Done—Fruits and Salmon Are Higher—Stockholders Take Dividend Cut.

New York, October 6, 1932.

MARKET FIRM—Veteran trade observers hold that the market is going through a period of consolidating the gains noted in recent weeks based on the increased firmness in the majority of the principal packs. The strong position of tomatoes, peas and corn in the vegetable field coupled with the improving trend in fruit prices aided by a generally improved price list has furnished the market with a firm undertone.

Shipments continue to move along in good style save in scattered instances where canners are trying to force the market for their particular pack which has resulted in surface easiness in some sections of the market. However, the general tone of the market is firm with good prospects for higher prices as the season of heavy consumption of canned foods moves along.

Tomatoes—Some slight easing off in prices for Tri-state tomatoes has been noted during the week, compared with the recent firmness noted in this pack. However, as a market factor, the trade has pretty well discounted this development, with well-informed sources pointing out that this temporary weakness is due to attempted forcing of the market by certain near-sighted or inadequately financed canners.

When Tri-state tomatoes sank to the low levels of the year just a few weeks ago, buying in this market was heavy and practically all factors in this field consequently were covered on their immediate needs and fairly well into the near future. Consequently, when canners offered goods in the market at the present time, buyers were able to offer a lower price than the current market level. With nothing to lose, inasmuch as they have ample stocks on hand for present needs, they have a chance of picking up a bargain from some momentarily hard-pressed canner.

The trade is well convinced that the turn of the new year will find tomato prices in higher levels although little willingness to cover this far ahead has been displayed by buyers. This is explained, however, to a large degree, by the tight credit conditions prevailing in the business world at the present time, according to the trade.

Corn—Is firming up in prices although little but routine business is being done at present. Preliminary reports indicate the new pack will be greatly curtailed and prices are expected to move up sharply when final pack figures are available.

Many canners in Maine and other packing centers did not operate during the season and the canners that did operated were "under wraps" with packs held down to 50 per cent of the normal total in the majority of instances, according to available unofficial reports.

Peas—Held steady during the week with little change in the market situation although prices are showing signs of increasing strength as demand gains.

Packers in Wisconsin marked up minor advances during the week in some of the more popular sizes with standard 5 sieve sweet peas selling as high as $1, factory, with stocks diminishing rapidly. Alaska 4s are holding strong at 90c, factory, although buyers are unsuccessfully trying to do business at 87½c. Packers are unanimous in holding out for current prices and indicate that prices will continue their upward movement.

Milk—Well-informed factors indicate that the low of prices current for both advertised and independent brands wil shortly be advanced due to the recent jump in raw milk prices. Unwillingness of one major packer to join in a general price advance at the present time is believed the only drawback to such a move in the canned milk field and the trade hopes that this obstacle will be removed.

Fruits—The expected higher opening prices on fruits came through although complete postings have not been made public as yet. The trade has been expecting that the new list, long overdue, will reflect the strengthening noted in the fruit following the advance in pineapple prices and the news, confirmed this week in complete crop reports from California, that the new peach pack would be held down to a fair working level.

The California Packing Corp. announced advances of 10 to 20c a case or 5 to 10c a dozen on new fruit packs in its formal posting. Other major packers are expected to meet the advances with independents maintaining the customary differential in postings. The trade feels that the advances, more moderate than were expected in many quarters, will be sustained by the market.

California Tomatoes—Showed little sympathy with the temporary weakness shown in Tri-state prices with packers on the Pacific Coast manifesting their confidence in the market with minor advances in the list.

Standard 2½s are held firmly at 82½c, with only scattered offerings available at 80c, while 10s are steady at $2.25, all prices coast.

Salmon—Improved during the week with some of the stronger factors boosting their prices although the movement did not reach the stage of a general advance.

Northwest major factors are quoting red Alaska salmon at $1.45 with smaller operators willing to ship at around $1.35, or slightly lower. Pinks are available from 75c to 85c, coast, according to the seller with many factors contending the lower figure will soon be a thing of the past. Other prices held firm with minor adjustments noted.

Dividend Rate Cut—Officials of Seeman Bros., Inc., major wholesale grocery house in New York City, announced a reduction in the quarterly dividend rate to 62½c, payable November 1 to holders of record October 15, compared with 75c paid previously.

Although present indication were that some improvement is developing in the volume of the company's business, the greatly reduced price of the commodities handled by the company have affected the dollar volume of sales, with a consequent reduction in profits, the company's announcement declared.

On Guaranty Board—Arthur C. Dorrance, president of the Campbell Soup Company, Franco-American Food Company and Campbell Soup Company, Ltd., has been elected a director of the Guaranty Trust Company of this city, Charles H. Sabin, president, announced.

Besides the offices listed above, Mr. Dorrance holds directorates in several other companies.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Quality is Gaining Among Buyers of all Kinds—Finances Keep Buyers From Grabbing All the Bargains—Sweet Peas Getting Low in Supply—Healthy Sale of Corn—Buying Fruits Again.

Chicago, October 6, 1932.

EASING—There has been a slight cessation of buying, due to heavy arrivals of goods, but it is noticeable that few operators have purchased much beyond 30 to 60 days' needs so we may expect another general taking-hold again before long.

Much of the trade here seems to be leaning more to a quality appreciation than heretofore. Probably this reflects consumer attitude that good food is so cheap why buy low grades at such a slight difference in cost. It is a cause of some comment around the Street to observe some of the old time champions of "price" merchandise beginning to demand higher grade supplies.

Tomatoes—The dilatory purchasing during the packing season has resulted in an unusual number of distributors with only a very small interest in stock, and a general realization prevails among them that they had better get busy if they expect to own reserves at the low dip. However, these sensible conclusions are quite tempered as to action by a negative attitude in their finance department. The situation is simply that there are too many unusual grocery bargains for them to pretend to take advantage of all, and as a result they sit back and play along on a 30-days stock.

No. 2 Standard Marylands sold at 57½s, Ozarks at 55c, Indianas at 60c, a few Utahs, apparently 1931 pack, being offered here at 75c for No. 2½. Smaller chains seem to show some interest in such goods.

Peas—90c Wisconsin factory for No. 2 Standards is the low price, regardless of the size of the order. Canners all know this and seem to get all the orders they want from day to day at this figure, with an increasing success in getting a few extra pennies on the better grades. Sweet Peas are getting very low in supply and many of our jobbers are trying to switch consumers' interest to Alaskas where possible. But the public won't stand for a hard rubbery Alaska Pea. It is to be hoped that the canning craft will learn this as far as Chicago is concerned.

Already we hear a few talks of 1933 Pea orders. Such deals are general S. A. P. tentative arrangements which really do not mean much more than a little indication of established good will on colored paper.

Corn—A healthy sale which represents an active turnover within retail channels keeps prices well sustained and strengthening. No general abandonment of previous selling levels, but 55c for No. 2 Standard Corn now represents mostly only indifferent quality. Good packs all 60c to 65c. Good active consumer requirements now existing and which will continue as good or better with colder weather are going to require millions of cases of sales to supply.

The crop is well financed and we may not look for money pressure to disturb things as developed last season. All corn loans now current are made by people with a merchandising vision which will keep them from unduly urging foolish liquidations.

Peaches—A renewal of general buying interest has developed, following the reports now circulated as to total pack and the gradual strengthening of prices on the coast. Peaches are still surely cheap enough to discourage consumers trying to can their own fruits this year. Already some of our aggressive local advertisers are taking a shot at the public with loss leader peaches on a basis that will make consumers rub their eyes.

As a result of present conditions, peaches will no doubt find their way into acceptance in many homes where they have heretofore been taboo as a luxury. Big tonnage for next year is being stimulated.

Cherries—No. 2 R. S. P. in water still going to consumers at 10c per can with the public apparently awakening to the fact that these supplies will not last long. 92½c factory seems to be the cheapest price applying on cannery shipments now. No. 10 cherries unchanged, but blueberries, peaches and threatened pumpkin shortage.

Grapefruit—An active booking of S. A. P. orders for new pack. December delivery followed the reports circulated here that the Porto Rico crop had been almost completely wiped out and thereby an excessive demand thrown upon the early part of the Florida pack. These contracts now being entered specify December delivery as there will be a scramble during the first few weeks of the pack for supplies onto a very bare market.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Biloxi Fishermen Sign Agreement—Shrimp Pickers Go Out On Strike—Injunction Against Fishermen Dismissed; New Bill of Complaint Filed—Fair Volume of Oyster Business.

Mobile, Ala., October 6, 1932.

SHRIMP—"The darkest hour is the one just before dawn" may be the case of the Biloxi shrimp fishermen's strike which has just passed its seventh week.

It has probably been one of the most unusual strikes in this country, inasmuch as the strikers seem to have had full control of the situation in Biloxi, Miss., with very little or no interference on the part of the city or state authorities. The strikers seized and confiscated truck loads of shrimp; have been suspected of sinking boats of the packers and even went into the private cold storage rooms of one of the public ice plants and removed a large shipment of shrimp in cans that had been shipped to a Biloxi packer by express from Louisiana and were stored in the cooler of the ice plant.

The Biloxi fishermen's organization this past week signed an agreement with six of the Biloxi raw shrimp dealers, who also can a few shrimp, to fish for them at $3.50 per barrel for shrimp delivered to the boats of the canners on the fishing grounds and $4.50 per barrel for shrimp delivered by the fishermen at the plant. This is 50 cents per barrel less than the fishermen struck for, as they demanded $4 and $5 respectively.

The large factories have refused to sign an agreement with the strikers and most likely they will refuse to recognize the union.

Although the Biloxi fishermen's association announced from the start of the strike that no boats would operate until all the factories signed the agreement, yet they have made plans for as many boats to go out fishing as the packers that signed the contract needed.

However, no sooner than the first packer had received shrimp, than the "pickers," the labor that takes the heads and shells off the shrimp in the canneries, demanded an increase in price for the work and when the factory refused to pay the advanced price, some fifty shrimp pickers of this factory walked out on a strike, thus more trouble and set-back sprung up to further stop the operation of the Biloxi canning factories, but this may be the darkest hour of the dawn of the factories settling all of their labor difficulties, because this in a way now shifts the problem of working out the labor differences between the two striking organizations, inasmuch as the agreement with the packers will not do the fishermen any good if the packers are forced to shut down their plant by the strike of the shrimp pickers. The shrimp pickers were paid 10 cents for 14 pounds of cleaned shrimp meat and now they are asking 1 cent per pound.

It is not expected that the strike of the shrimp pickers will interfere very much with the operation of the factories, because it was not a general strike. The labor employed for picking shrimp are women.

The report comes from Biloxi that the fishermen's strike is weakening, as several boats went out this past week against the decrees of the association, but no trouble was reported. However, the captain of one of the boats of the strike-breakers was arrested in the downtown section of Biloxi for carrying a concealed weapon, which indicates that the strike-breakers are taking precautionary measure, as they evidently have been threatened violence.

An injunction filed in the federal court against violence of strikers in the strike area was dismissed by Federal Judge Holmes on September 23 and a new bill of complaint was filed on September 29 at Gulfport, Miss., by the same raw shrimp dealers that filed the original bill.

In the new petition the packers assert that all efforts to negotiate the wage dispute with the fishermen had failed and alleged insolvency on the part of many leaders of the fishermen's union, claiming they would be unable to respond to damages that might be obtained in court of law. The alleged overt acts include, among numerous others, that a committee of Biloxi strikers had gone to Bayou La Batre, Ala., and there thrown overboard ice that had been placed on a boat preparing to catch shrimp for a Biloxi concern. Hearing on the new petition was set for October 3 at Yazoo City, Miss.

C. L. Richardson, commissioner of concilliation of the U. S. department of labor, who has been in this locality straightening out the labor dispute at the new million dollar soldier's home near Biloxi has been instructed to investigate the fishermen's strike.

The Rev. George McCoy of Bayou La Batre, Ala., secretary of the Gulf Fishermen's and Oystermen's Association denied charges of alleged violence at Bayou La Batre, resulting from the Biloxi shrimp fishermen's strike.

Mayor Kennedy of Biloxi, Miss., answering to charges that police had been lax in providing protection during the strike, said the fishermen had promised to abstain from any violence or unlawful act and were keeping the promise, so it seems that these acts of overt have happened without any one with police authority professing any knowledge of same, much less assuming any blame for lax of police protection, hence

it may be said that the strike in Biloxi has moved along in a most peculiar and unusual manner.

Oysters—There is very little that can be said of the oyster situation in this section, which is unchanged, bacause the Indian summer weather is still prevailing and no indications of any cold weather in sight, so folks have made up their minds to eat oysters regardless of whether the weather is favorable or not and a fair volume of business is being done in the raw oyster line, notwithstanding the balmy temperature that invariably holds down the demand.

The canners have not as yet interested themselves very much in the approaching oyster pack, as there will hardly be any oysters canned before the latter part of November or the first of December.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Rains Appear Early—Might Cut Tomato Pack Short—Tomato Juice Prices Lower—Fruits Firmer—Exports Heavy—Salmon Settling Down.

San Francisco, October 6, 1932.

RAINS—Light rains have fallen in southern California and in the interior valleys and while these have not been heavy enough to do any apreciable damage they serve to direct attention to the fact that fall is here and that harvesting and canning operations will soon be at an end. The canning of peaches is believed to be definitely at a close, pears are being handled in but limited quantities and tomatoes are now about the only item being packed in quantities. The pack of tomatoes has not been large to date and early rains might easily hold the total down to quantities less than those for which preparations have been made.

Tomato Juice—Prices on California tomato juice are rather lower than those of a year ago and the demand for the new pack is not quite so heavy. Tomato juice has become a real item, however, and is expected to grow in favor, rather than otherwise. Prevailing prices are as follows: buffet, 42½c; picnic, 52½c; No. 1, 67½c; No. 2, 80c, and No. 10, $3.50. It is possible to make purchases here and there at slight concessions from these figures, except in the case of No. 2s, which are held firmly at 80c.

Fruits—There is no question but that California fruits are firming in price, with the changes most noticeable in the minimum quotations. It is no longer possible, as far as can be learned to secure stocks of No. 2½ standard peaches below $1, whereas a couple of weeks ago lots could be picked up at 95c. The same is true of No. 2½ standard pears, where minimum quotations have advanced from $1.25 to $1.30. Heavy shipments of canned foods continue to be made to the Eastern seaboard and to Europe, with eastbound cargo space at a premium.

Formal opening prices made their appearance on Monday the 3rd, after the season of canning had practically closed—another record for this unusual season and times. And they follow another popular style: there are more "reds" among the figures than blacks. The red ink denotes "sold out," and that again will hit a responsive chord in some politicians' minds.

These prices as announced by Richmond-Chase Company, San Jose, are as follows:

1932 OPENING PRICES CALIFORNIA CANNED FRUITS

No. 2½

Varieties	Fancy	Choice	Stand.	Second	Water
Apricots	$1.50	*$1.40	*$1.15*	*$1.05*	*$1.00*
Apricots, Peeled	2.00	1.65	1.40	1.15	*1.10*
Cherries, R. A	2.00	*1.85*	*1.65*	*1.25*	*1.20*
Grapes, Muscat	1.60	1.40	1.25	1.10	1.05
Peaches, Y. F	1.40	*1.40	1.00	*.90*	.85
Peaches, Y. C	1.40	1.20	*1.10*	*1.00*	*.95*
Peaches, Slic. Y. C	1.40	1.20	*1.05*	*.95*	*.90*
Pears, Bartlett	1.70	1.50	1.35	*1.20*	1.15
Plums, Egg	*1.40*	1.20	*1.05*	.95	*.90*
Plums, Gage	1.40	*1.20*	1.05	.95	*.90*

No. 10

Varieties	Fcy.	Choice	Stand.	Water	Solid Pack Pie	Pie
Apricots	*$5.25*	$4.75	*$4.00*	*$3.25*	$3.75	$3.25
Apricots, Peeled	6.75	*5.50*	*4.75*	3.75	4.25	3.75
Cherries, R. A	7.00	*6.25*	5.50	3.50	.....	3.25
Grapes, Muscat	5.25	4.50	4.00	3.50	.....	3.25
Peaches, Y. F	*4.90*	*4.30*	3.50	2.60	2.60	2.40
Peaches, Y. C	4.75	4.00	3.75	2.85	*2.85*	2.65
Peaches, Slic. Y. C	4.75	*4.00*	3.75	2.85	2.85	2.65
Pears, Bartlett	5.50	5.00	*4.50*	3.50	.....	3.00
Plums, Egg	*4.75*	*4.00*	3.75	*2.85*	.....	*2.65*
Plums, Gage	*4.75*	*4.00*	3.75	2.85	.....	2.65

Note: Italics indicate sold out.

Salmon—Buyers are apparently getting of the opinion that the canned salmon market is again stable and a lot of delayed buying is settling in. The wanted brands are being held firmly at opening prices and it is sited that where concessions are made there are usually some strings attached, such as immediate deliveries and cash on the spot, or quality is a little off. Chain stores are commencing to feature Alaska red salmon at very modest prices and it would seem that consumption would soon be very heavy.

California packers with interests in the Pacific Northwest advise that firmer prices are in effect on almost every product packed there. Raspberries have firmed up quite definitely with extra fancies in special demand. Cherries have advanced about ten cents a dozen in recent weeks and pears are firmer, too, with No. 2½ fancy selling at $1.65, choice at $1.50 and standards at $1.35.

Sales Tax Clause—At a meeting of the executive committee of the Canners League of California, held the last of September, a sales tax clause for immediate use on domestic contracts, brokers' sales memoranda, and the like, was approved. This step was taken in view of the fact that there seems to be a trend toward sales tax legislation on the part of the Federal Government and several States as well and the clause adopted is the same as that selected by the Dried Fruit Association. It reads as follows: "*In addition* to the price stated herein, buyer agrees to pay, or to reimburse seller for, any sales tax or taxes which may be imposed by the Federal and/or State Governments, or the price herein stated shall be increased to the extent of such tax." The League offers to secure stickers or stamps for members at cost and it is expected that all members will make use of the clause.

Notes

The unusual spectacle was recently presented at Salinas, Calif., of two locomotives on a side track with boilers at full steam, but with the iron horses not going anywhere. It seems that the boilers in the plant of the Salinas Valley Canning Company suddenly developed trouble while the canners were working on tomatoes. Manager Sam Cava, a former railroad man, refused to get panicky but merely borrowed a couple of locomotives from the Southern Pacific Company, which has a lot not in use. The locomotives furnished ample steam for the plant while repairs were being made to the cannery boilers.

The Del Mar Canning Company is making arrangements to take over the sardine canning plant of the Monterey Sardine Products Company at Monterey, Calif.

CANNED FOODS DISTRIBUTORS

(*Continued from page 8*)

"The bureau gives the food ticket to the head of the family. It is limited to the purchase of eighty foods which have been selected by trained, expert dieticians as the most nourishing and yet the most economical.

"The holder of the ticket may select the store, buy any of the foods and spend the money exactly as if it were not received from the city. We have urged and we now urge all grocers to restrict their already narrow profits to the minimum in dealing with these needy people. However, we have little fear of ticket holders paying more than minimum prices. When you are on emergency rations, you watch the pennies.

"We have carefully prepared these food tickets. They will not buy luxuries, they will not bring cash refunds, and they are non-negotiable.

"Independent grocers, however, should be assured that the City of New York has no thought of eliminating them from sharing in this business. Barring clerical errors by the merchant, we pledge cash payments within ten days. There is no necessity for them to organize to protect their interests. We recognize and will protect them."

Japanese Packers Enter Strong Protest Against Advance in Canned Crab Meat Duty in Hearings Held at Washington—Reprepresentatives of Japanese packers and exporters of canned crab meat registered strong protests against any rise in the tariff rates at a hearing held in Washington recently to consider requests of domestic packers for higher duties.

The Tariff Commission is engaged in an inquiry of the adequacy of the duties on the canned crab meats under the 1930 tariff, as directed by a Senate resolution.

Dr. Perry W. Bidwell, representing the Japanese Canned Crab Meat Packers and Exporters' Association, contended in the hearing that there is no substantial domestic production of canned crab meat and held that therefore there could be no application of the flexible provisions of the tariff law, allowing the commission to recommend to the President any changes in existing duties to this product.

Testimony from Dr. Waldo Schmidt of the Natural Museum was introduced into the hearing by Dr. Bidwell to show that there is a wide biological difference between domestic and Japanese crabs. The Japanese crab and the domestic crab, Dr. Bidwell declared, are as different as "cattle and horses," and therefore cannot be compared under the tariff law. The Japanese product, he added, is as different from fresh cooked crab meat sold in domestic markets as fresh pasteurized and condensed milk.

In answering the argument advanced by the representative of the Japanese interests, Representative Goldsborough pointed out that the imported Japanese product is sold in the American markets under the label of "crab meat."

"As I understand the importers' arguments," he continued, "this production is crab meat for consumption in the American market, but for tariff classification, it is not crab meat.

"If this is not imported crab meat, why would the producers be willing to pay the present 15 per cent duty," he asked, adding that "it seems to me that the importers' argument contradicts itself."

Representatives of Maryland interests admitted that there is no large domestic crab canning industry but added that the tariff was for the production of the domestic producer of the fresh product.

Dr. Bidwell, in arguing that the American market for crab meat has not been thoroughly exploited, declared that "there is plenty of room for both sides," and concluded with an appeal to leave the present rates unchanged.

Recovery in Trade Can Be Aided By Courage and Intelligence, Chester Declares—Recovery can be hastened by courage and intelligence or hampered by fear and ignorance, C. M. Chester, president of the General Foods Corporation, declared in a recent nation-wide radio address pointing out that an inventory of the American people and their vast resources would speed the problem of trade revival. Mr. Chester's address was delivered under the auspices of the American Legion in their Trade Revival Campaign.

"First of all," Mr. Chester contended, "the citizens of the United States and Canada are a race of pioneers. Our ancestors represent a mingling of several great nationalities transplanted to this country. The welding together of pioneer stock of several countries is resulting in a new race of unparalleled energy.

"Europe was amazed during the war at the enormous vigor of the soldiers who came out of North America—at their speed, efficiency and ability. In the industrial expansion that followed the war, the skill and energy of American workmen was equally noticeable."

Despite all of these extremely favorable characteristics, Mr. Chester stated that "millions of us today lack confidence in our own ability." Pointing out the foolishness of allowing such a mental feeling to become prevalent throughout the nation's industrial centers, he called upon the country to "take inventory of our resources."

"The United States has within its borders only one-sixteenth of the world's people and one-sixteenth of the land, Mr. Chester pointed out, yet it can produce over half of all of the world's iron and steel, and petroleum and petroleum products. The country has within its vaults approximately twice as much gold as any other nation in the world, he continued.

"Few, if any, nations enjoy such sound currency and credit. Through the Reconstruction Finance Corporation there is a fund of about three billion dollars available for loans which represents a borrowing power, or credit resources, of more than twenty billions. This was enough to finance us in the World War. Surely this is enough to finance a business recovery.

"The United States normally produced over half the world's supply of lumber. Forty per cent of all developed water power is here. More than half the world's esuipment of telephone and telegraph wire, nearly half of the railroad facilities are within these borders.

"Four-fifths of the automobiles are built in Detroit and a few other North American cities. Seventy per cent of the world's rubber is used here, and half of all radio sets are built on this continent.

"No other country is so well equipped with newspapers, magazines and broadcasting facilities. A good education is within the reach of almost everyone who wants one.

"Ten years ago there were 300 large commercial laboratories in the United States. Today there are 1500. Here are developed new products, new ideas, new markets. The result should be a whole series of new industries, creating more wealth and more employment.

"No man knows for certain when real recovery will arrive but everyone knows that it will come. The American Legion campaign of increasing employment and aiding trade recovery is obviously a program which is of material help along these lines. I sincerely hope these efforts are widely understood and appreciated."

Seaonal Rise Aids Sales of Jewel Tea Company, Survey Shows—A small seasonal rise combined with increased selling activities enabled the Jewel Tea Company to make a better showing in recent weeks although sales continue to show declines from the figures recorded in the corresponding period last year, according to company officials recently.

Sales for the four weeks ended September 10, the last reported by the company, showed an increase of 4.8 per cent over the total registered in the preceding four weeks although 14.8 per cent lower than the sales shown in the like 1931 period. In comparison, it was pointed out, sales for the four weeks ended August 13 were down 21.4 per cent from the corresponding period a year ago while sales for the 36 weeks to September 10 were off 19.7 per cent from the like period last year.

The decline for the four weeks ended September 10 was the smallest since the four weeks ended October 31, 1931, when the decline was 13.7 per cent, officials of the company pointed out.

More stable selling prices are reflected in the improved sales showing. The increase of 4.8 per cent in sales for the four weeks ended September 10 over the preceding four weeks compared with a decline of 3.2 per cent in the like comparison last year.

Officials of the Jewel organization have expended considerable time and effort in recent months in revamping the company's sales methods to conform with current market needs. Indications are that the reorganized selling organization now in the field, together with more stable prices, larger seasonal volume and gradually improving conditions should hold collections at a steadier rate for the balance of the year than for many months past.

The lower selling prices in effect this year and their effect on sales is brought out by the fact that the average number of sales routes in operation during the 36 weeks ended September 10 totalled 1,335, or 29 more routes than were operated during the corresponding 1931 period. Jewel's 1932 volume has been affected mainly by unemployment and lower purchasing power, it was pointed out. Present inventory costs are enabling the company to meet the retail prices demanded by the times.

Operations of the company's chain store ventures are not proving financially successful as yet, according to latest available reports. However, a firm foundation is being established and it is known that the new unit is amply financed to withstand a long period of small, if any, profits.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	2.45
Peeled. No. 2½	.....	.....
Large, No. 2½	.....	2.45
Peeled, No. 2½	.....	3.15
Medium, No. 2½	.....	2.35
Green Mammoth, No. 2	2.80	2.50
Medium, No. 2	2.30	2.25
Large, No. 2	2.55	2.45
Tips, White, Mammoth, No. 1 sq.	.....	2.30
Small, No. 1 sq.	.....	2.15
Green Mammoth, No. 1 sq.	.....	2.40
Small, No. 1 sq.	.....	2.05
BAKED BEANS‡		
16 oz.	.42½	.....
No. 2½	.92½	.....
No. 10	2.75	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.60	.65
Standard Cut Green, No. 10	3.00	3.00
Standard Whole Green, No. 2	.....	.95
Standard Cut Wax, No. 2	.65	.....
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard, No. 2	.70	.....
Standard, No. 10	2.75	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.25	1.30
No. 10	7.00	6.55
No. 2 Medium Green	1.00	1.05
No. 10	5.25	5.25
No. 2 Green and White	.75	.90
No. 10	3.75	4.55
No. 2, Fresh White	.60	.65
No. 10	3.25	3.50
Soaked, No. 2	.47½	.....
BEETS‡		
Baby, No. 2	1.40	.....
Whole, No. 2	1.30	.....
Whole, No. 3	1.10	.....
Whole, No. 10	3.10	3.75
Cut, No. 2	.75	.85
Cut, No. 10	2.75	.....
Diced, No. 10	3.75	.....
CARROTS‡		
Standard Sliced, No. 2	.70	.....
Sliced, No. 10	3.50	.....
Standard, Diced, No. 2	.70	.....
Diced, No. 10	3.50	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.90	.....
Extra Standard. No. 2	.80	.....
Standard, No. 2	.75	.60
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.75	.....
Extra Standard, No. 2	.65	.....
Standard, No. 2	.60	.70
Standard, No. 10	3.50	4.00
HOMINY‡		
Standard Split, No. 3	1.00	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.80	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	.85	.....
No. 10	.....	.....
PEAS‡ (Baltimore prices, new pack)		
No. 1 Petit Pois	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 2 Fancy Sweets, 3s	.....	1.50
No. 2 Fancy Sweets, 4s	.....	1.40
No. 2 Fancy Sweets, 5s	.....	1.35
No. 2 Std. Sweets, 5s	.....	1.10
No. 1 Early June, 4s	.....	.....
No. 2 Std. Alaskas, 1s	1.25	1.50
No. 2 Std. Alaskas, 2s	1.10	1.25
No. 2 Std. Alaskas, 3s	.90	1.10
No. 2 Std. Alaskas, 4s	.87½	1.00
No. 10 Std. Alaskas, 2s	5.75	6.00
No. 10 Std. Alaskas, 3s	5.25	5.50
No. 10 Std. Alaskas, 4s	4.75	5.25
PUMPKIN‡		
Standard, No. 2½	.90	.90
No. 3	1.00	1.00
No. 10	3.00	3.00

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.....
No. 2½	.70	.75
No. 3	.85	.....
No. 10	2.40	2.65
SPINACH‡		
Standard, No. 2	.95	1.00
No. 2½	1.25	.....
No. 3	1.30	1.30
No. 10	4.00	4.75
California, f. o. b. Coast		
Standard, No. 2½	.....	1.25
Standard, No. 10	.....	4.75
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	.70	.....
Standard Green Corn, Dried Limas, No. 2	.65	.....
(Triple) No. 2 (with tomatoes)	.85	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.75	.....
No. 2½	.85	.....
No. 3	.90	.....
No. 10	2.75	.....
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.45	.55
No. 2	.75	.....
F. O. B. County	.70	.....
No. 3	1.05	.....
F. O. B. County	1.10	.....
No. 10	3.10	.....
F. O. B. County	3.15	.....
Standard, No. 1	.37½	.....
F. O. B. County	.37½	.....
No. 2	.57½	.60
F. O. B. County	.55	.....
No. 3	.92½	.....
F. O. B. County	.87½	.90
No. 10	2.50	.....
F. O. B. County	2.55	3.05
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.37½	.40
No. 10, Whole Stock	3.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.75	.....

Canned Fruits

	Balto.	N.Y.
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	3.50	.....
Pennsylvania, No. 10, water	2.90	.....
Pa., No. 3	.....	.....
Pa., No. 10, solid pack	3.25	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.30
Choice, No. 2½	1.80	1.50
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	.....
No. 3	.....	.....
No. 10, water	3.75	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.60
No. 10	5.50	4.75
CHERRIES*		
Standard Red, Water, No. 2	.....	.....
White Syrup, No. 2	.....	.....
Extra Preserved, No. 2	.....	.....
N. Y. Fancy, Red Pitted, No. 10	4.25	4.25
California Standard, 2½	.....	1.65
Choice, No. 2½	.....	1.90
Fancy, No. 2½	.....	2.00
GOOSEBERRIES*		
Standard No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.50	.....
No. 2	1.22½	1.30
No. 5	3.65	.....
No. 1 Juice	.75	.....
No. 5 Juice	.....	.....
PEARS*		
Standards, Keifer No. 2, in syrup	.95	.....
Fancy, No. 2½	.....	.....
California Bartletts, Standard 2½	.....	.....
Fancy	.....	1.90
Choice	.....	1.75
Standard, No. 10	.....	5.50

CANNED FRUITS—Continued

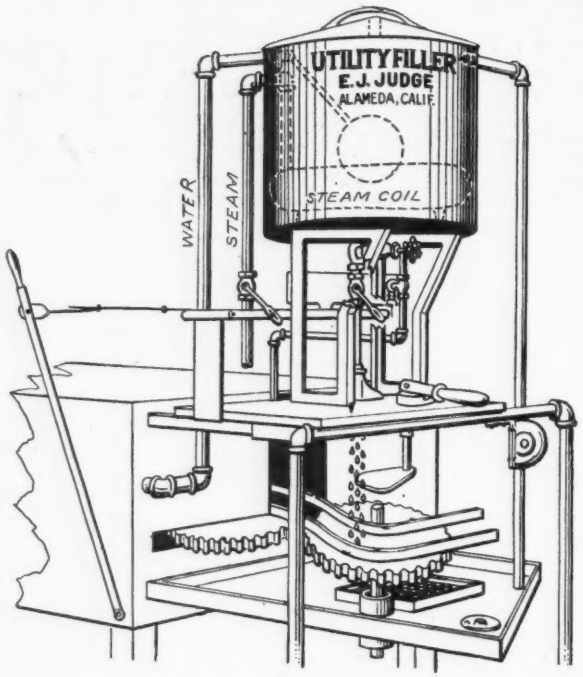
	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½ Y. C.	1.15	1.15
Choice, No. 2½, Y. C.	1.30	1.30
Fancy No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1 Talls	.75	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled. No. 3	.....	.....
Peeled, No. 10, Solid Pack	3.60	3.75
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	1.50	1.60
Sliced Standard, No. 2½	1.45	1.45
Sliced, Extra, No. 2	.....	1.30
Sliced Standard, No. 2	.....	1.05
Shredded, Syrup. No. 10	.....	.....
Crushed, Extra, No. 10	4.00	4.25
Eastern Pie, Water, No. 10	.....	.....
Porto Rico No. 10	.....	.....
RASPBERRIES*		
Black Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	.....	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡ (Baltimore prices, new pack)		
Preserved, No. 1	.70	.....
Preserved, No. 2	1.60	.....
Extra, Preserved, No. 1	.80	.....
Extra, Preserved, No. 2	1.75	.....
Standard Water, No. 10	5.00	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.50	2.50
No. 10s	9.50	8.00

Canned Fish

HERRING ROE*		
No. 2, 17-oz. cans	.....	.....
1-lb. cans	.....	.....
No. 2, 19-oz. cans	.95	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	4.75
½-lb. cases, 4 doz.	.....	4.15
¼-lb. cases, 4 doz.	.....	1.25
OYSTERS*		
Standards, 4 oz.	.....	.....
5 oz.	.90	1.05
8 oz.	.....	.....
10 oz.	1.80	2.05
Selects, 6 oz.	.....	.....
SALMON§		
Red Alaskas, Tall, No. 1	1.55	1.55
Flat, No. ½	1.35	.90
Cohoes, Tall, No. 1	1.10	1.35
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.70	.60
Pink, Tall, No. 1	.85	.95
Sockeye Flat, No. 1	2.35	2.85
Flat, No. ½	.75	.....
Chums, Tall	.80	.80
Medium, Red, Tall	1.22½	1.35
SHRIMPS§		
Dry, No. 1	1.10	1.00
Wet, No. 1, Large	1.10	1.10
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†2.75
¼ Oil, keys	.....	.....
¼ Oil, Tomato, Carton	.....	†3.50
¼ Oil, carton	.....	.....
¼ Mustard, Keyless	.....	.....
¾ Mustard, Keyless	.....	†2.75
California Oval, No. 1, 48's	3.10	†2.95
TUNA FISH§ (California), per case		
White, ½s	7.30	.....
White, 1s	13.65	.....
Blue Fin, ½s	.....	.....
Blue Fin, 1s	.....	.....
Striped, ½s	3.35	.....
Striped, ½s	5.20	5.25
Striped, 1s	9.20	.....
Yellow, ¼s, Fancy	4.65	.....
Yellows, ½s, Fancy	7.30	.....
Yellow, 1s	13.65	.....

General Utility Filler

For Water, Brine, Syrups and Tomato Juice.



Fills any size of Can—full or Topped off.

Tip governs Head Space.

Steam Coil keeps liquid hot.

Automatic Valves—flow stops when cans stop.

Speed—any number of Cans Per Minute.

Dimensions: 34 " high from Conveyor or Disc. Width and Length 20 " .

Drip Pan Catches spill—Pump returns spill to tank.

Drip Pan and Pump extra—Have to be made to suit Can Conveyor.

Float Valve Tank & Valves of Brass or Bronze.

Fits in any line.

Will give good Vacuum if liquid is filled hot.

Fool Proof—Low Cost—No Upkeep.

E. J. JUDGE

Syrupers, Clutches, Timers,

P. O. Box 238 Alameda, Calif.

Canadian Agents

Canners Machinery Ltd., Simcoe, Ont. Can.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

OLD STUFF

"What has four legs, no wings, but can jump as high as the Woolworth Building?"
"I give up."
"A dead horse."
"But a dead horse can't jump."
"Neither can the Woolworth Building."

Hooker—Why do you say McFall is the most enthusiastic fisherman in Maryland?
Sinker—I never saw anyone else do as much fishing as he does in proportion to the fish he catches.

YOU SHOULD KNOW

"Is this the Weather Bureau? How about a shower tonight?"
"How should I know? Go ahead and take one if you need it."

A WORD TO THE WISE

Mistress—Mary, when you wait at table tonight for my guests, please don't wear any jewelry.
Maid—I have nothing valuable, ma'am, but I thank you for the warning.

THANKFUL

"Your wife has fallen down the cellar stairs with a bottle, and cut herself on the pieces of glass."
"Was she going down or coming up?"
"Going down."
"Thank goodness. At least the bottle was empty."

EVEN THE COWS

Housewife—Don't bring me any more of that horrid milk. It is positively blue.
Milkman—It ain't our fault, lady. It's these long, dull evenings as makes the cows depressed.

KIND FELLOW

Cavalry Recruit (about to take his first lesson in horsemanship)—Sergeant, pick me out a nice gentle horse.
Sergeant—Ever ridden a horse before?
Cavalry Recruit—No.
Sergeant—Then here's just the animal for you. Never been ridden before. You can start out together.

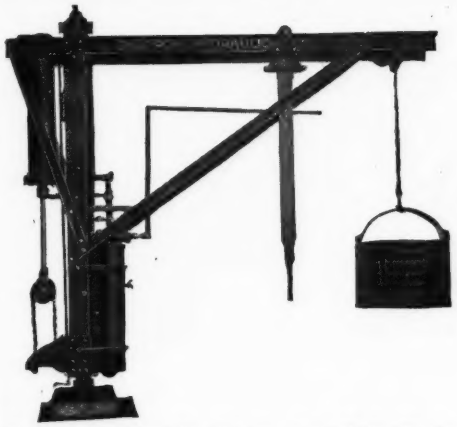
A MISFIT

Caller—Does Herbert K. James live here?
Landlady—Well, he did, but the poor chap accidentally drowned in the bathtub two days ago.
Caller—Nope. That's not Herb. He was never in a bathtub.

LICKED

Wife—When we were married, I thought you were a brave man.
Husband—So did a good many other people.

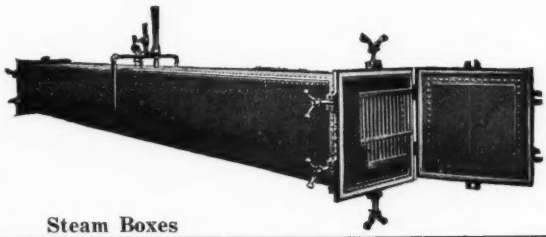
ZASTROW'S PROCESS ROOM EQUIPMENT



Zastrow Hydraulic Steam Impelled Circle Crane, radius up to 18 ft.

Improved Process Kettle or Retort 40" x 72" and other sizes.

Process Crates, Standard 3, 4, and 5 tiers. Also Special Sizes.



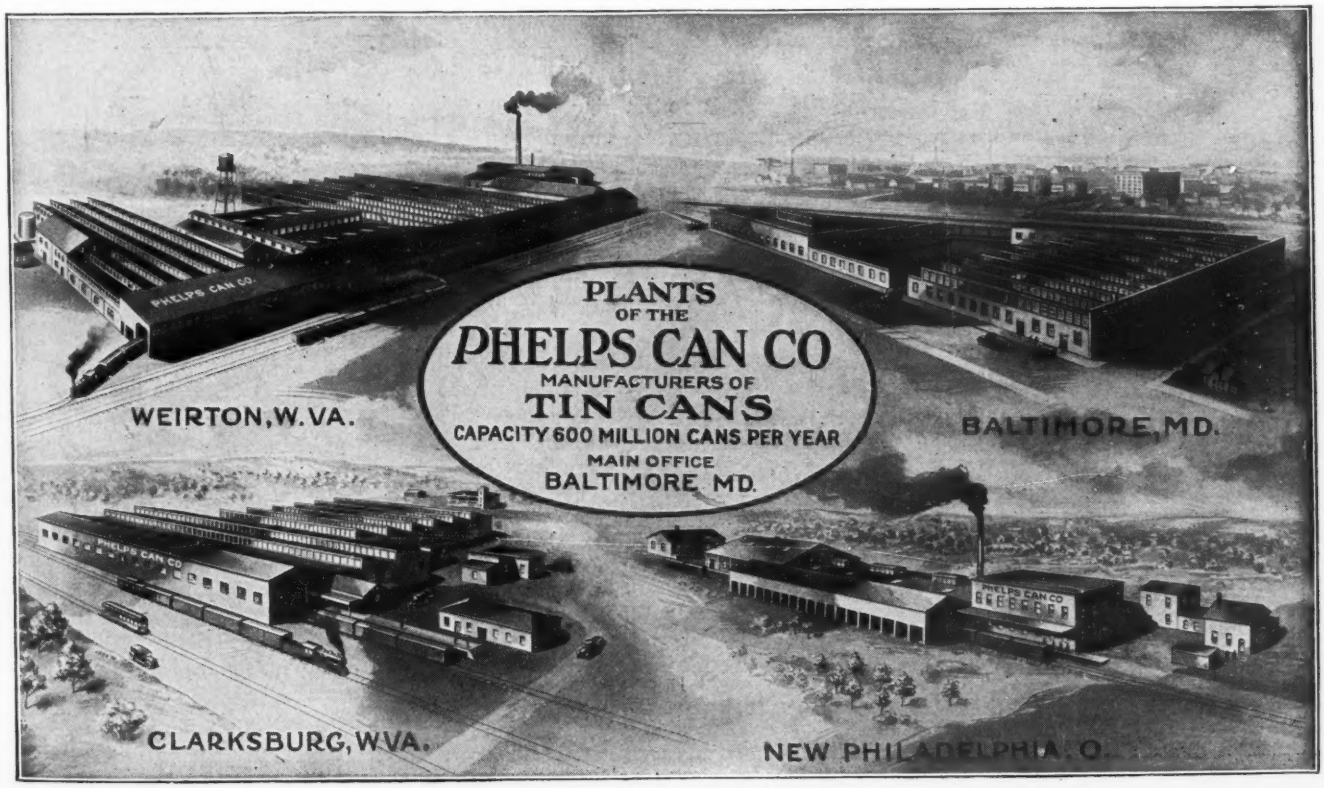
Steam Boxes

Made By

ZASTROW MACHINE CO., Inc.

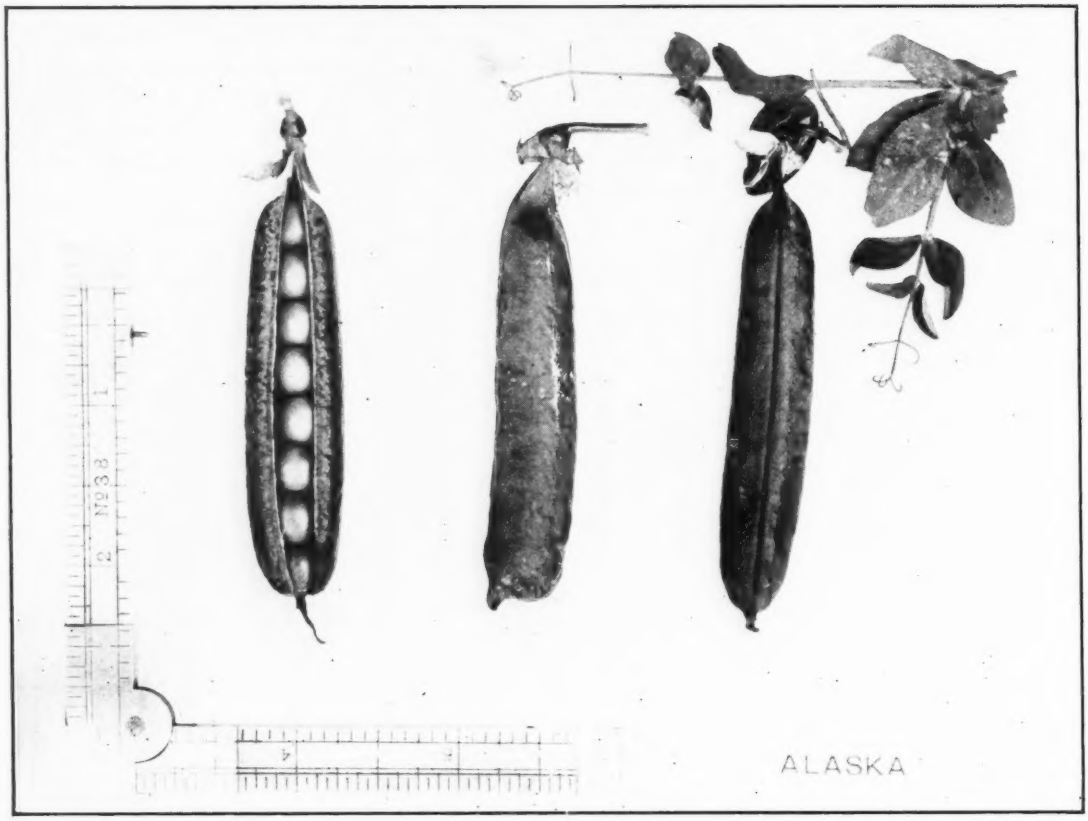
Foot of Thames St.

BALTIMORE, MD.



ASGROW ALASKA

The Foundation of a Good Can of Peas



A laska Peas have long been the most important single variety of peas used by Canners. For this reason we have for many years emphasized our breeding work on this variety.

S ingle Line Propagation is the basis of development of our pure-bred large podded strain which is characterized by early and uniform maturity and prolific yield - qualities that are of vital necessity to the Canner.

G enetics and Pathology are the scientific basis of this work, which is supervised by a scientist of high standing in these fields.

R ogueing of field crops planted with pure line seed stock becomes a decreasing factor in the production of highest quality seed.

O ur Growing Stations for Alaskas alone are located in 6 different States, providing reasonable protection against crop failures. The seed is fitted in our own warehouses in each of the growing sections.

W e Solicit Your Orders for seed produced in this way.

ASSOCIATED SEED GROWERS, INC.,

New Haven, Connecticut